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The
CHEMIST AND DRUGGIST

Established 1859 28 Essex Street, Strand, London, W.C.2. *Registered as a Newspaper*

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VOL. CXVIII.

MARCH 18, 1933

Annual Subscription (with Diary) 20/-. *Single Copies* 9d.



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BOTH SIZES IN BIG DEMAND!

Our Sales Increased by 47·71%

last year, proving the hold these famous Hat Dyes have on the Public. They are backed by 50 years' reputation for excellence and millions of satisfied users will accept no substitute.



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A Big Straw Hat Year

so that you can order with every confidence. Both sizes are packed in smart cartons and

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The small 2 oz. size meets a new demand and opens up a fresh market. You will sell just as many as ever of the standard 4 oz. size.

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Reduced Facsimile of Artistic Carton in Colours.

SMALL SIZE

Price - - 7/6 per dozen
Retail (P.A.T.A.) 10d. per bott.



Reduced Facsimile of Artistic Carton in Colours.

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LUTON HAT DYES are "A Household Word"

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14 lbs. - 1/3
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Manufacturing Chemists
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A A



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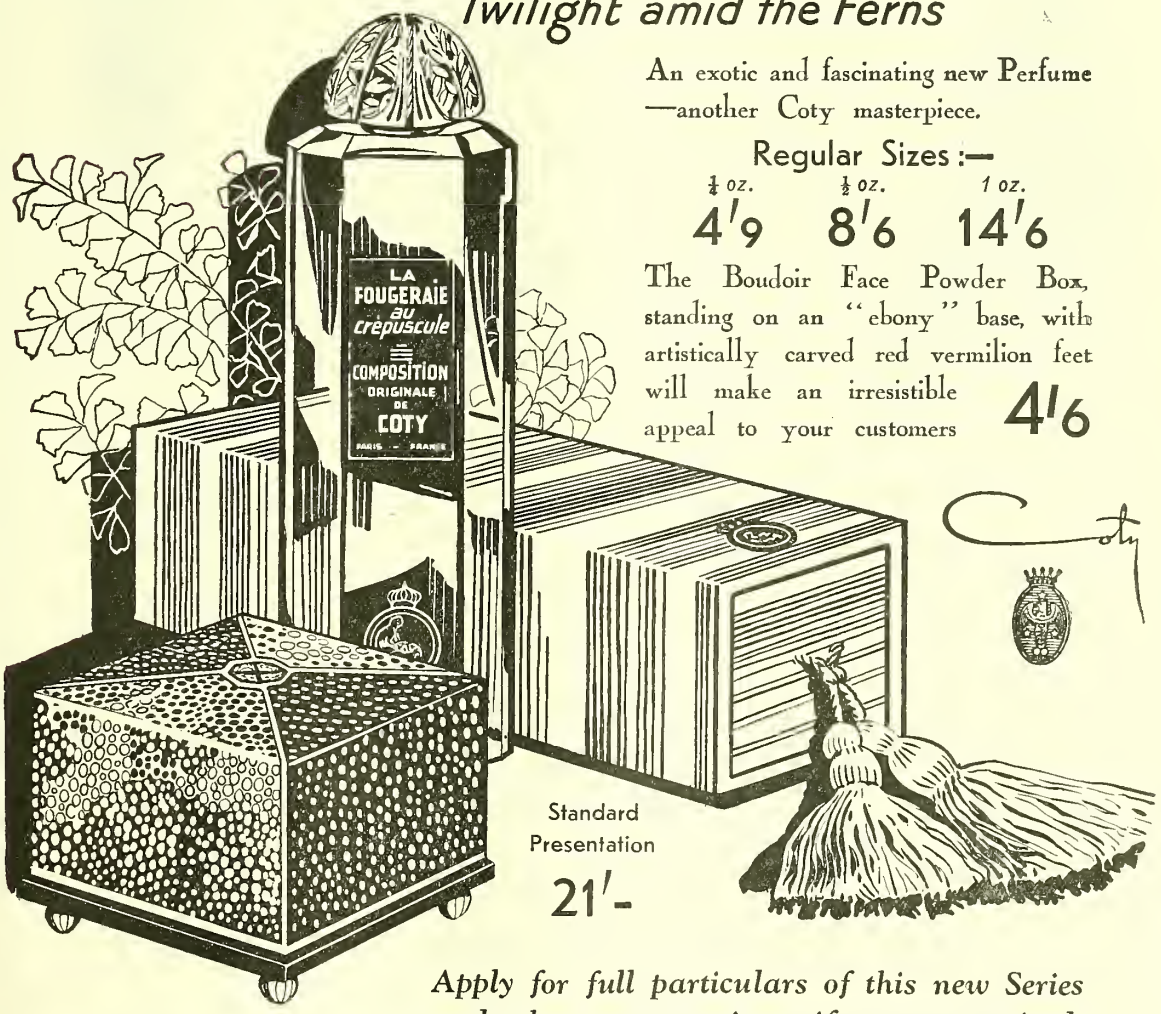
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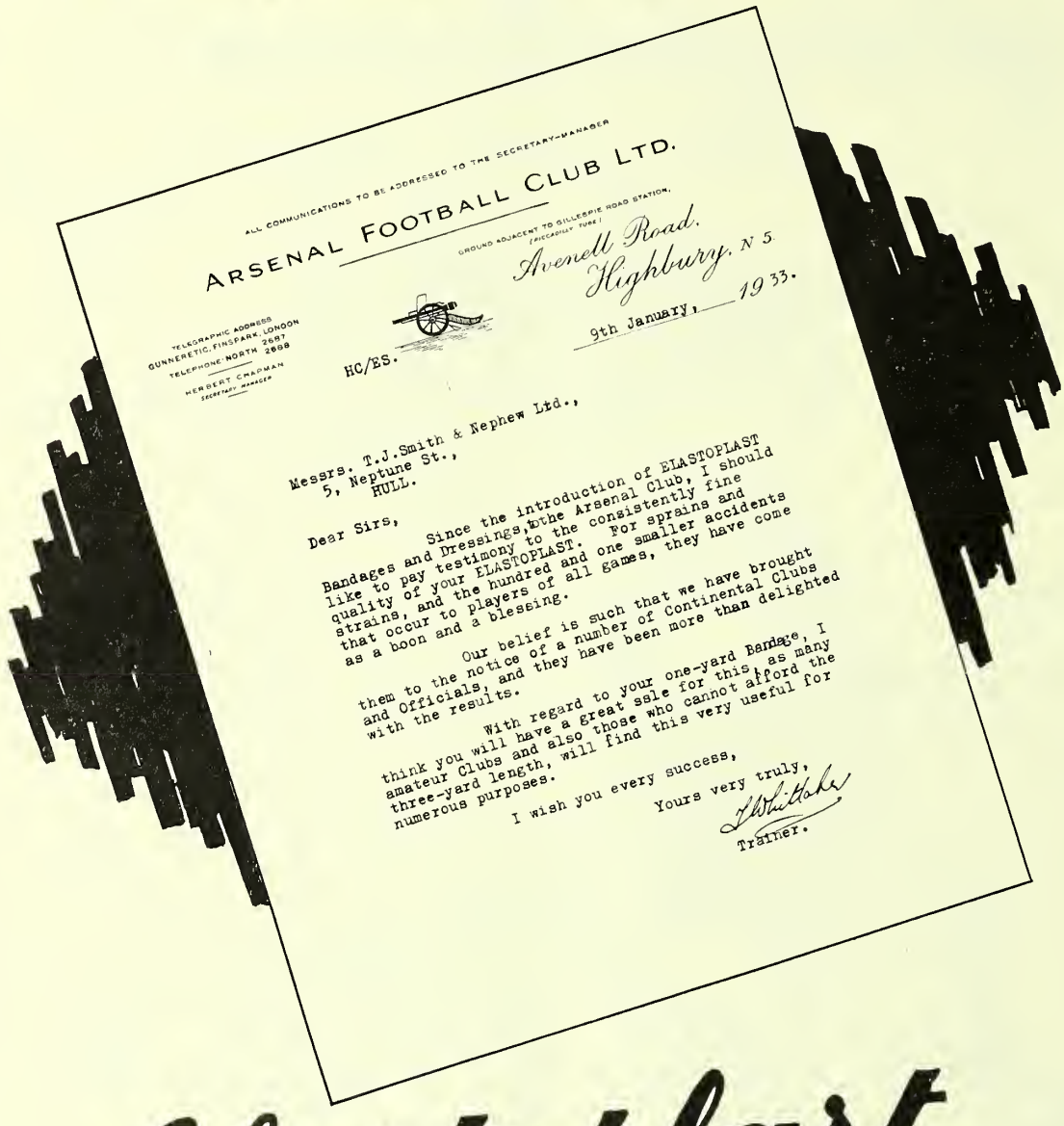
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HERBERT CHAPMAN
SECRETARY MANAGER

Arsenell Road,
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HC/ES. 9th January, 1933.

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Yours very truly,

Trainer.

Elastoplast

Regd. Name

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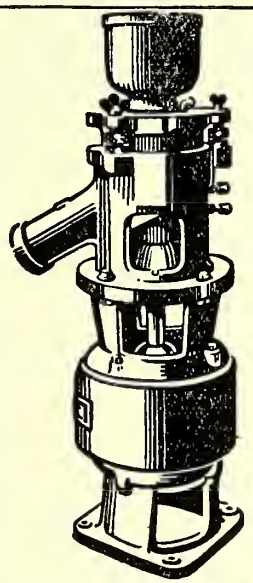
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Note Prices

Packed in strong enamelled decorated tin containers

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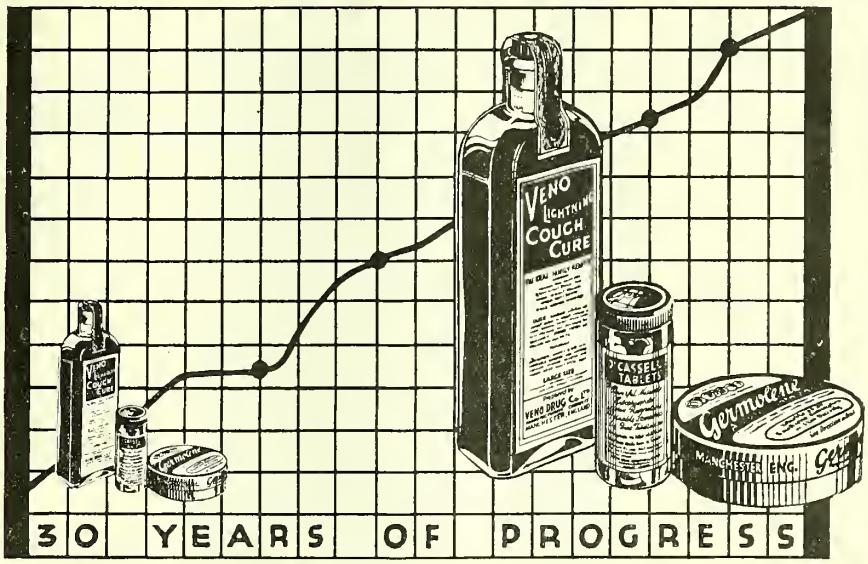
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Their popularity is reflected in ever-increasing

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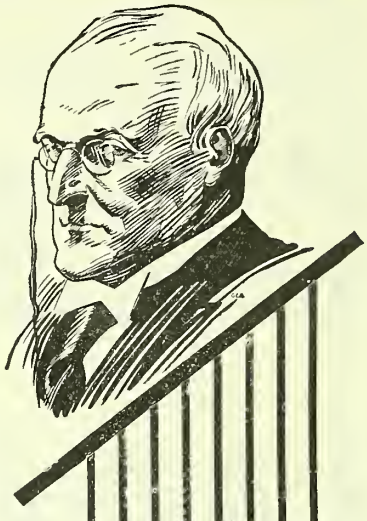
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Per Doz.	6/3	9/3	16/-	28/6
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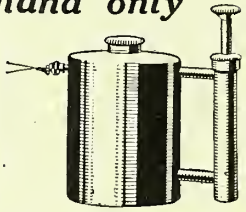
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7 lb. Box 4/9
28 lb. Drum 17/6

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Used with one hand only

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toilet luxuries by

M O R N Y

There is a growing demand to-day for floral perfumes of greater simplicity, and the introduction of this series of Toilet Luxuries has already been well received by the public. Their attractive presentation make an instant appeal and the odour can be described without exaggeration as "the true fragrance of the blossom."

	MINIMUM RETAIL IN GREAT BRITAIN
Perfume, Doré Models	3/6 5/6 8/- 10/6 22/6
Perfume, Standard Models	40/- 75/-
Bath Salts, Doré Vase	4/6
Bath Salts, Round Bottles	3/- 7/6 18/6 31/6
Bath Salts Tablets	(box of 6) 1/9; (box of 12) 3/-
Bath Dusting Powder, Standard Models	... 3/6 5/-
Complexion Powder, in Round Box	2/-
Toilet Soap	(box of 3 tablets) 3/-
Talcum Powder, Sprinkler Tins	... 1/6 3/-
Bath Soap, fine quality, Mammoth Tablet	1/-
Bath Soap, fine quality, "Disk" Tablet	10d.
Bath Soap, fine quality, Oblong Tablet ...	(box of 12 tablets) 6/-
Bath Soap, fine quality, Miniature "Disk" Tablet	(box of 6 tablets) 2/3
Bath Soap, fine quality, Week-end Tablet ...	(box of 12 tablets) 3/6
Bath Soap, fine quality, "Hand" Tablet ...	(box of 6 tablets) 3/3

GIFT SETS

The Morny Box of "Bath Luxuries" 7/6

Containing { 1 Small Keg Bath Dusting Powder; 1 Box of 12 Bath Salts Tablets; 1 Mammoth Tablet of Bath Soap }

The Morny Gift Set of "Toilet Luxuries" 7/-

Containing { 1 Perfume, Popular Size; 1 Round Box of Complexion Powder; 1 Tablet of Toilet Soap }

SUBJECT TO USUAL TERMS

Morny Fine Perfumery is the product of British Capital and British Labour.

MORNY LTD., 6, New Burlington Street, LONDON, W.1

Roger & Gallet's

authentic and genuine Jean Marie Farina

EAU DE COLOGNE



guaranteed to be entirely made with the best dutiable S.V.R. spirit. No methylated nor any other Industrial spirit known as Duty-Free is used in any of ROGER & GALLET'S preparations.

Retail Prices - - - 4/9, 8/9, 18/6, 40/- and 80/-.

ROGER & GALLET (LONDON) LTD.

1 LECHMERE ROAD, LONDON, N.W.2

LONDON and PARIS

EASTER TIME IS BONUS TIME



ONCE AGAIN WE INVITE AGAIN THE TERMS OF SAVILLE'S June EASTER BONUS OFFER

Send your order now

offer No. 1

ORDERS VALUE **£3**

ASSORTED TO YOUR OWN SELECTION

FROM GOODS LISTED IN OUR CURRENT PRICE LIST

WILL RECEIVE

BONUS OF

5 × 1/3 JUNE PERFUME FREE

And one extra 1/3 size perfume for each unit of 12/- over £3 and up to £5.

offer No. 2

ORDERS VALUE **£5**

ASSORTED TO YOUR OWN SELECTION

*FROM GOODS LISTED IN OUR CURRENT PRICE LIST

WILL RECEIVE

BONUS OF

10 × 1/3 JUNE PERFUME FREE

And one extra 1/3 size perfume for each unit of 10/- over £5 and up to £10.

Note : The BONUS offered in this circular is conditional upon your undertaking to make a window display of "JUNE" Perfumery for 14 days during the Easter Period.

SAVILLE PERFUMERY LIMITED,

YOU TO AN EASTER FEAST OF EXTRA PROFITS

PERFUMERY

ARE SO ARRANGED as to make it easy for YOU to secure EXTRA PROFITS on your spring purchases of this ever popular series. Terms which have made the JUNE Easter bonus one of the most popular events in the trade. Whether your purchases be large or small, you are bound to benefit under this scheme.



Take advantage of this golden opportunity

offer No. 3

ORDERS VALUE **£10**

ASSORTED TO YOUR OWN SELECTION

*FROM GOODS LISTED IN OUR CURRENT PRICE LIST

WILL RECEIVE

BONUS OF

30 × 1/3 JUNE PERFUME FREE

And one extra 1/3 size perfume for each unit of 6/8 in excess of £10.

offer No. 4

SAVILLE'S NEW SERIES OF TOILET LUXURIES FOR MEN

25/- STANDARD PARCEL CONTAINING THE FOLLOWING

	Costs	Sells for
½ doz. 1/3 Oval Shaving Stick	5 . 0d.	7 . 6d.
½ ,, 1/6 Shaving Cream ...	6 . 0d.	9 . 0d.
1 ,, 6d. ,, ,, ...	4 . 0d.	6 . 0d.
½ ,, 1/- Solid Brilliantine	4 . 0d.	6 . 0d.
1 ,, 9d. JUNE TALCUM ...	6 . 0d.	9 . 0d.
	1 . 5 . 0d.	1.17 . 6d.
Less 5% Window Display	1 . 3d.	
BONUS	1 . 3 . 9d.	
1 doz. 6d. Shaving Cream Free		6 . 0d.
PROFIT	19 . 9d.	
	2 . 3 . 6d.	2 . 3 . 6d.

3 dozen sample size shaving cream included FREE with each parcel.

THIS OFFER DEFINITELY CLOSES ON SATURDAY, APRIL 8th, 1933, DON'T DELAY—SEND YOUR ORDER NOW. DIRECT OR THROUGH YOUR USUAL WHOLESALE HOUSE.

DISCOUNTS—in addition to BONUS mentioned above Offers No. 1, 2, 3, are subject to 5% window display discount.

JUNCTION LABORATORIES WATFORD, HERTS.

A A**

ARNAUD'S

Toilet



ARNAUD'S BRILLIANTINE
ARNAUD'S TOILET PARAFFIN
ARNAUD'S HONEY & FLOWERS

1 oz. Retail 6d. 2 oz. Retail 9d. 4 oz. Retail 1s. 3d.
„ doz. 4/- „ doz. 6/- „ doz. 9s.

ARNAUD'S BAY RUM

4 oz. Retail 10½d. doz. 5/6

POTTER & CLARKE

60-64 ARTILLERY LANE LONDON E.1.

MANCHESTER : 24 LUNA STREET, GREAT ANCOATS

'Phones : BISHOPSGATE 4761 (5 lines). 'Grams : "HOREHOUND, PHONE, LONDON."

elegant Preparations

RNAUD'S COMPRESSED LAVENDER - **2/6** dozen

RNAUD'S LAVENDER WATER - - **7/6** dozen

RNAUD'S LAVENDER BATH TABLETS **15/-** gross

LD ENGLISH LAVENDER SACHET,
SILK - - **2/3** each, **24/-** dozen











POTTER'S SLIPPERY ELM SHAVING SOAP

Retails 10½d.
Price 7/6 per dozen.
Refills of same soap packed in cartons.
Retail 7½d.
5/- per dozen.

Slippery Elm has long been known in this country as a valuable emollient. In combination with shaving soap it is soothing and pleasurable.

.TD.



Dr. Page-Barker's Scurf & Dandruff LOTION



With every order for 3 dozen you get three 2/6 bottles as bonus, and attractive showcards.

The recognised specific for scurf

EVERY bottle of Dr. Page-Barker's Scurf Lotion bears a positive guarantee that it will eradicate scurf or the purchase price will be refunded. This makes it the easiest to sell of all hair and scalp specifics. And the profit is handsome.

2/6

P.A.T.A.

PER 18/- DOZEN
WITH SMART SHOWCARDS
WRITE FOR EXPORT TERMS

THOS. CHRISTY & CO., 4-12 OLD SWAN LANE, LONDON, E.C.4

"VAREEN"

LIQUID NAIL POLISH



NAIL POLISH

1/- size	..	7/6 doz.
1/6 ,,	..	10/6 ,,
2/6 ,,	..	16/- ,,

POLISH REMOVER

1/- size	..	7/6 doz.
1/6 ,,	..	10/6 ,,

CUTICLE CREAM

1/- size	..	7/6 doz.
1/6 ,,	..	10/6 ,,

Favourite Colours :
Natural, Rose, Pale Coral, Coral Pink, Deep Rose, White, Brilliant Rose, etc.

(FROM YOUR WHOLESALER)

VAREEN LTD.
82a PORTOBELLO ROAD, LONDON, W.11
Telephone No. : PARK 9951

INSOLUBLE NON-GELATINOUS **CELLOCAPS** HYGIENIC ODOURLESS

SELF-SEALING BOTTLE CAPS MADE FROM VISCOSE. EASILY APPLIED — ATTRACTIVE APPEARANCE — OPAQUE OR CLEAR—WHITE OR COLOURED—PREVENT CONTAMINATION, LEAKAGE, TAMPERING, &c.

BRITISH MADE BY
MODERN CHEMICAL PRODUCTS, LTD.
ORCHARD WORKS, YIEWSLEY, MIDDLESEX
Phone : West Drayton 345

"YUNDA" (REGD.)

BEAUTY PREPARATIONS

Antiseptic Cleansing Lotion to retail at **5/6** a bot. Cleansing Cream to retail at **4/6** a jar. Face Powder (in Naturelle, Rachel, Dark Peach and Apricot shades) to retail at **3/6** a box.
As now advertised in the Press, are obtainable from sole Proprietress :
MADAME YUNDA, Forest Row, Sussex

THE ART OF DISPENSING
Price 8s., by post 8s. 6d.
DISEASES AND REMEDIES
Price 5s. net, by post 5s. 3d.
Published by "The Chemist and Druggist"
28 Essex Street, LONDON, W.C.2

HOUBIGANT

introduces a new

INDELIBLE LIPSTICK

IN FOUR NATURAL TINTS

Coquelicot (Poppy) *Cerise (Cherry)* *Rubis (Ruby)* *Grenat (Garnet-Red)*



PRICE **2/9** RETAIL

In striking Counter Display Boxes of 1 doz. complete with Lipstick Paste for testing purposes.

Send for Price List with particulars of all **Houbigant** Preparations including the world-famous **Quelques Fleurs** series.

LARDEN ROAD **PARFUMERIES DE PARIS LIMITED** ACTON LONDON

Telephone: Shepherd's Bush 2343



YOU CAN'T GO WRONG WHEN YOU STOCK

BRYLCREEM

The Display Line that Brings other Business

"Regarding the actual sales value of the window, it has proved the best display for months." *Thus writes one of the many Brylcreem enthusiastic stockists.*

Don't take the risk of buying imitations which may not keep, may not fix the hair, and will not get you repeat business. Be sure, be safe, Brylcreem Quality does all and more than we claim—it's a big seller and brings you high profits, too.

Advertised to millions—keep a good stock and display.

THE COUNTY PERFUMERY COMPANY BRADFORD STREET, BIRMINGHAM.

SPHERE SUPERB POWDER PUFFS



In artistic Pastel colourings, made from Sylkiedown Velour. A super material which is soft and pleasing to the user.

Attractively Boxed in assorted colours and sizes. Samples and prices gladly submitted.

MANUFACTURED BY FAIRE BROS. & CO. LTD LEICESTER

SALES GO ON INCREASING!

Chemists who stock Snowfire Glycerine Jelly know that they're stocking a real best seller. Women everywhere have taken to Snowfire Glycerine Jelly with great enthusiasm. They have found there's nothing to equal it for keeping their hands soft and white and to banish all traces of the ravages of housework. They recommend it to their friends and sales go on increasing. Make special displays and reap *your* share of the demand.

Snowfire
GLYCERINE **JELLY** *(Vanishing)*

SNOWFIRE TABLET AND SOFT SNOWFIRE

are always sure of a brisk demand for use at night.

Made by **F. W. Hampshire & Co. Ltd.**
Sunnydale Works, Derby.

Agents:

Canada
Wilfred Noble & Co., 208 Victoria St., Toronto.

Australia
Messrs. Salmond & Spraggon (Australia) Ltd., 218 Kent St., Sydney, N.S.W.

It's a Bristow Product

signifying a first-grade quality article



A smart attractive bottle specially shaped for safe easy handling, with sprinkler neck and black moulded cap.

Supplied in the following preparations :—

Bay Rum
Bay Rum & Cantharides
Brilliantine (Cologne)
Brilliantine (Golden)
Eau de Quinine
Hair Setting Lotion
Hair Fixative (with oil)
Hair Fixative (non-greasy)
Honey and Flowers
Jasmin Oil
Toilet Paraffin
Violet Oil

This attractive show-stand supplied with any quantity order —A display in itself.

A Chemist's Line retailing at 1/3 per bottle

Trade 8/6 per doz. *6 doz. lots 8/-* *Less 5%*

T. F. BRISTOW & CO., LTD.

Makers of Superfine Soaps and Toilet Luxuries since 1777

COLINDALE, LONDON, N.W.9



hands... GET THE HINDS HAE

a few drops of Hinds ev
time you wash your ha

If your hands show traces of neglect, tr
Hinds programme. A few drops of
Honey and Almond
washing

Watch Hinds Ads.

see how they are building sales

Suppose you were a woman. You would read everything that had to do with beautifying your hands. You'd buy those articles that "sold themselves" to you. That is why millions of women are turning to Hinds for the relief of chapped, red hands.

Hinds advertisements appear in the leading National papers and in the Film press . . . each insertion is seen by 9,210,174 women . . . there will be 88,350,714 impressions of Hinds Honey and Almond Cream advertisements. Get your share of the business this advertising will create. Link up your shop with this national campaign by displaying Hinds on your counter, in your window, or on your shelf.

Remember, the customer is half sold when she enters your shop!

HINDS *honey and almond* **CREAM**

LYSOL LTD., RAYNES PARK, LONDON, S.W.20

HINDS
y and almo
CREAM
and 2/-. Handbag Si

ROUGH OUTDO
BECOME SMO
LOVI
Get the Hinds
a few drops after
Your hands, in spite of
be lovely and soft, if y
programme : a few dro
Almond Cream after ea
wash your hands severa
Give them this little
same time.
Hinds is a soothing liquid—creamy, but not greasy—dainty, healing, and quick in its results, because it penetrates deep into the pores at once
MADE IN ENGLAND
In Bottles 1/- and 2/-. Handbag Size 6d.

and
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One we
THESE LO
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A few drops
every washin
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A week of the
gramme, and an
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will show improve
Hinds is a delightful
healing, non-greasy
quick in its results
penetrates quickly
the pores.
As it is you wash yo
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HINDS
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CREAM
DE IN ENGLAND
/- & /-. Handbag Size

Y EV

ASH YOUR H
a few drops of H
OND CREAM

Give a fillip to your Easter trade

Show these bright, attractive gifts!



Easter Eggs that *hatch out* into quick sales

This year Vinolia Gift Boxes are even brighter and more attractive than ever before. Display them prominently in your windows—they will prove an irresistible eye-catcher to passers-by—and on your counters too. Make a special feature of Vinolia Soap Eggs — they are the most appropriate line for the time of year. Vinolia Golf Balls, too, are always a great success at Easter. Give these popular gift boxes the prominence they deserve.

VINOLIA SOAP EGGS

BRITISH MADE—*AND CAN'T BE BEATEN*

Detailed list and terms from
VINOLIA CO., LTD., BEBINGTON, CHESHIRE

and VINOLIA SOAP GOLF BALLS
— for a good lie !

VT 101-29-'33



Easter will soon be here and with it A BIGGER-THAN-EVER DEMAND FOR

Queen Anne

LAVENDER WATER

Now is the time to look into your "Queen Anne" stocks and replenish fully. You can easily sell more "Queen Anne" than ever this year. Splendid new display material is yours for the asking. Capitalise the ever increasing popularity of "Queen Anne" by keeping a good display in the windows and on the counter. Order now through your usual wholesaler or from

IMPORTANT

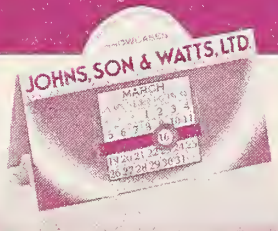
"Queen Anne" Lavender Water is a great favourite at holiday time. Thousands of women will slip a bottle of "Queen Anne" in their dressing cases this Easter. Keep "Queen Anne" on your counter.

MARLBOROUGH & CO., LTD., 491-3, LIVERPOOL ROAD, LONDON, N.7.

CARTONS
FANCY BOXES
SHOWCASES
FOLDING BOXES
WIRE-SEWN BOXES
EMBOSSED & PRINTED LABELS
SHOWCARDS
NOVELTIES, Etc.

● *May we quote you?*





JOHNS, SON & WATTS
LIMITED / 40 CITY ROAD, LONDON, E.C.1
Telephone: Clerkenwell 1428
Telegrams: Johns, Phone, London.

Crendola

Toilet Products



Stocked in the following Series

Cocoanut Oil Shampoo
Pine Tar Shampoo
Henna Shampoo
Chamomile Shampoo
Crystal Brilliantine
Separable Brilliantine
Violet Oil
Toilet Paraffin
Bay Rhum
Bay Rhum and Cantharides
Setting Lotion
Glycerine and Rosewater
Hair Cream

THORNTON & ROSS LTD

MANUFACTURING CHEMISTS, MILNSBRIDGE, HUDDERSFIELD

SPECIAL OFFER

SPECIAL

SULPHO-CREAM SOAP

FOR BLACKHEADS, PIMPLES,
ROUGH OR BLOTCHY
SKINS

FOR YOUR SPRING TRADE

MAKE A STRIKING WINDOW DISPLAY OF
SULPHUR PREPARATIONS

THIS SOAP LATHERS WELL AND IS VERY LASTING

Write for Our Special Terms for Quantities

R. F. WHITE & Co., Ltd., SOAP MAKERS, **MITCHAM**

'Phone: MITCHAM 4035

LIPVAC FLASKS



PRICES ARE STILL • AS LOW AS EVER

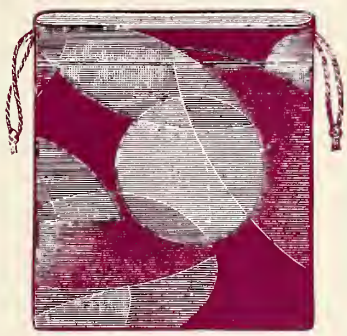
No. 5 LIPVAC PINT SIZE *Fixed Selling Price, 2/6. Trade, 22/- doz.* **2/6** No. 5 LIPVAC QUART SIZE *Fixed selling price, 4/6. Trade, 39/- doz.*

Immediate delivery from your usual Wholesaler.

Guaranteed by **LIPVAC FLASKS LIMITED, 8 & 9 Ludgate Square, London, E.C 4**

Portia Regd.

SPONGE BAGS



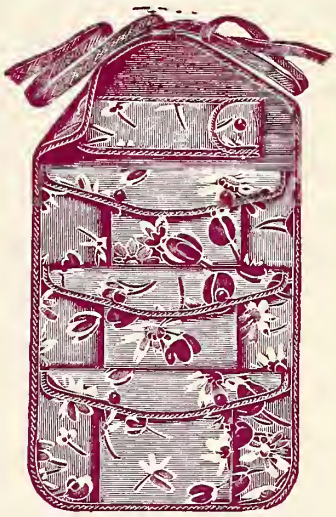
W 76 "Planet"

OUR NEW AND AMPLY ILLUSTRATED CATALOGUE OF WATERPROOF TOILET ARTICLES IS NOW READY

It contains full details of exclusive materials and new designs in Toiletries.

WRITE FOR A COPY

TOILET HOLDALLS



W 319 "Mayflower"

TRAVELLING COMPANIONS



W 426 Companion

PLACE YOUR SEASON'S ORDER EARLY

WE INVITE YOU TO SEND FOR SAMPLES OF ALL OUR NEW WATERPROOF GOODS.

BE ASSURED YOU WILL BE INTERESTED.

BUY AND SELL WITH CONFIDENCE AND LOOK FOR THE TRADE Portia Regd MARK

Telephone : Clerkenwell 9211

SOLPORT BROTHERS LIMITED

Telegrams : Solport Barb London

184-192 GOSWELL ROAD, LONDON, E.C. 1, England.

Supplies obtainable from all Leading Wholesalers.

SOLPORT'S GOODS ARE GOOD GOODS

3 New Arrivals



Beatty

Regd. No. 758534
4 oz. & 8 oz. capacity
Cap. Regd. No. 774021
Wide or Sprinkler Neck

Rhodes

Regd. No. 777437
9 oz. capacity
Cap Regd. No. 777437

Wellington

Regd. No. 773186
4 oz., 8 oz. & 16 oz. capacity.
Cap Regd. No. 774021
Wide or Sprinkler Neck

3 distinctive Toilet Bottles

that add charm and selling-power—English throughout

WHOLESALE ONLY—SEND FOR ILLUSTRATED LIST

THE INTERNATIONAL BOTTLE CO. LTD.

48 FORE STREET, LONDON, E.C.2

Phone: Met 6161 (4 lines) 'Grams: "Autrefois, Telex. London."

Here's value for you!

This new improved No. 77 GILLETTE RAZOR SET retailing at 3/6 will be widely advertised in the National & Provincial Press



Gillette maintains its leadership year by year by constantly adding improvements to the world's most famous safety razor. In this, the latest Gillette achievement, not only has the razor itself been still further improved, but an entirely new shaving set has been produced. Here it is. The new razor in a neat, hygienic case, together with three of the latest type Gillette slotted blades and two bladeholders, will sell retail for the amazingly low price of 3/6.

TRADE TERMS:

6 dozen No. 77 Sets— 40% off retail price—2½% 10 days
3 dozen No. 77 Sets— 33⅓% off retail price } 5% 10 days
Smaller Quantities— 30% off retail price }

TRADE Gillette MARK

Gillette Industries Limited, 197-207 City Road, London, E.C. 1

SELL NUCTONE WITH EVERY CONFIDENCE!



AS SAFE AS A SHAMPOO

You cannot afford to take risks with Hair-dye Sales—sell nothing less safe than Nuctone. It offers a steady and progressive business to those who cultivate it—every bottle sold brings back one repeat order after another. To stock Nuctone is evidence of your good-business sense and a guarantee that your customers' confidence will not be misplaced.

ORDER THROUGH YOUR USUAL WHOLESALER

Nuctone

SAFE FOR GREY HAIR

MANUFACTURED BY STEWART, GOODALL & DUNLOP LIMITED



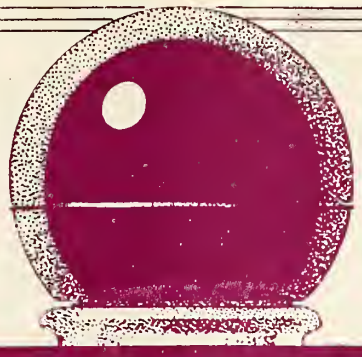
from STUDIO *to* PRESS . . .

in Half-Tone Line Colour
Rotary Gravure Offset-Litho
Type-Setting Electrotyping
Stereotyping Photography
Designing or Wood Engraving

ENSURE CONTENTMENT BY USING

JOHN SWAIN
AND SON : LIMITED
89-92 SHOE LANE
LONDON - - E.C.4

SWAINS' BLOCKS



ANNOUNCING IMPORTANT NEW PRODUCT

An intensive advertising campaign is being undertaken for Nonspi the new deodorant, in the papers women read. Its advantages will be brought forcibly and continuously to your customers' notice.

READ THESE ADVANTAGEOUS TERMS

Price to Public	*List Price per Dozen*
1/6d. Size	13/-
2/6d. Size	21/6

On first orders we supply one sample bottle Nonspi for every small size bottle ordered.

Quantity Discounts.

FREE INTRODUCTORY PACKAGE

Send to Nonspi Ltd. (Dept. C.D.) 300-302, Gray's Inn Rd., London, W.C.1, for free package containing one full-sized bottle and three sample bottles of Nonspi. This will enable you to meet the first enquiry and also make it possible for you to test out this new deodorant.

Display Material on Request.

THE SAFE DEODORANT — STOPS PERSPIRATION

NONSPI

LE 389

NONSPI LIMITED (Selling Agents RICHARD HUDNUT LTD.), 300-302, GRAY'S INN RD., LONDON W.C.1

The above does not apply to the I.F.S.

MADE IN ENGLAND

for every description of

British Glass Bottles

Dispensing, Emulsion, Embrocation, Cough Mixture, Feeding Bottles, Sauce Bottles, Perfume Bottles, Jam Jars, Poison Bottles, Milk Bottles, Sweet Bottles etc. By hand or machine



WHOLESALE ONLY

Competitive prices — Prompt delivery—Enquiries invited

LAX *and* SHAW *Ltd.*

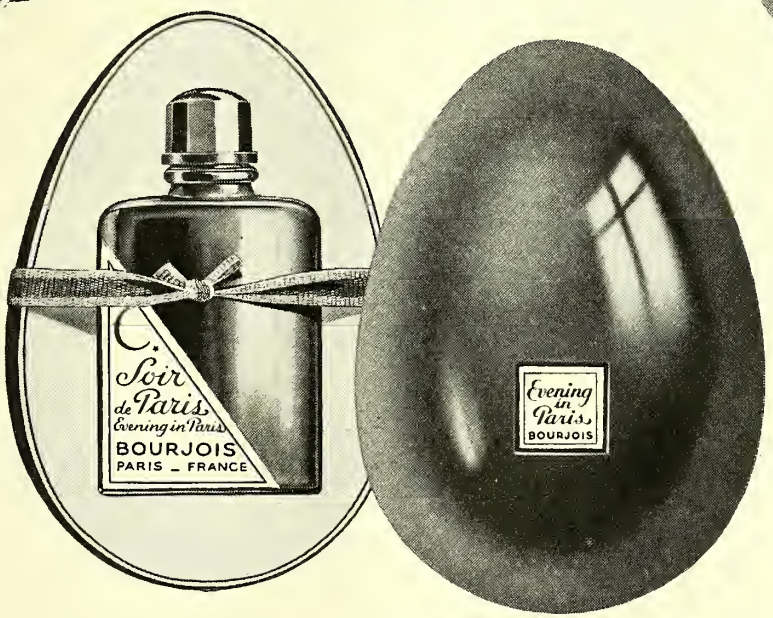
REGD OFFICE, ALBERT GLASS WORKS, HUNSLET, LEEDS.

THREE FACTORIES, ALBERT, CLARENCE AND DONISTHORPE

Evening in Paris

Easter Novelty

for your Easter Window



A bottle of 'Evening in Paris' Perfume, in a blue Easter egg, to retail at 1/6. Trade price 12/- a dozen (Cat. No. 1277). Another example of Bourjois enterprise, it will sell freely for Easter — just as freely as the whole range of 'Evening in Paris.'

Write or ask our representative for particulars of our bonus parcels.

A. BOURJOIS ET CIE., LTD., 4, WATER LANE, LONDON, E.C.4.

LATEST ADDITIONS TO THE SERIES.

No 6105 Hair Cream

Retail Price - - 1/6
Trade Price - doz. 12/-

No. 6146 Cold Cream

Retail Price - - 1/3
Trade Price - doz. 10/-

BOURJOIS

Demuth's Elegant



Frozoclone

REGD.

The Original Solid Eau de Cologne

Large Size 3/6 28/- per doz. P.A.T.A.
Small Size 2/- 16/- per doz. P.A.T.A.

Full Show Material on Request.

Solid English Lavender

In Wedgwood Blue Frosted Bottles.

Sizes and Prices as Frozoclone.



Artistic Showcards available on application.

Carnate

The renowned Nail Polish

Antiseptic and Waterproof

Retails at 1/9 P.A.T.A.

Per doz. 14/-

R. Demuth's

68 Salusbury Road and Montrose Avenue,

reparations

Harmozan

A coniferous preparation possessing particularly powerful restorative properties, and in its compressed form, enables the effervescent Pine Baths of the famous Continental Spas to be reproduced in the home.

Retail 2/- & 3/9 P.A.T.A.

PER DOZ. 16/- & 30/-



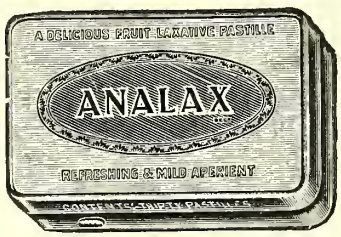
ANALAX

The Ideal Fruity Laxative

in Pastille Form — Delicious, Reliable, Effective

RETAIL 2/3 P.A.T.A. PER DOZ. 21/-

UNSTAMPED FOR EXPORT 15/-



RISICCOL *Demuth's Castor Oil Powder*

Absolutely Odourless and Tasteless. P.A.T.A. Retail 3/-, per doz. 27/-
Also packed in 1 lb. and 2 lb. Canisters for dispensing, and in bulk.
Prices on application.
Other Medicinal Oils in powder form

MUTHOL *The Original Paraffinum Liquidum B.P. in Solid Emulsion*

Packed in reputed 1 lb. jars. In three flavours: Raspberry, Orange, Lemon.
P.A.T.A. Retail 4/-, per doz. 32/-

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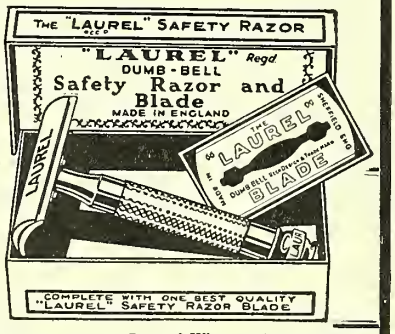
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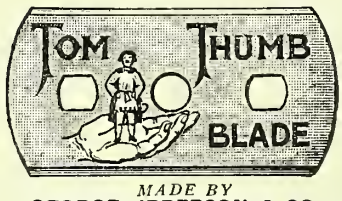
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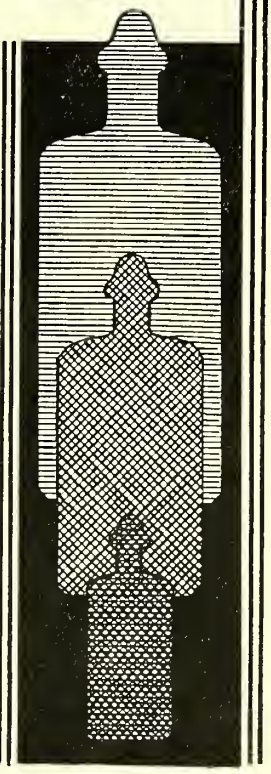
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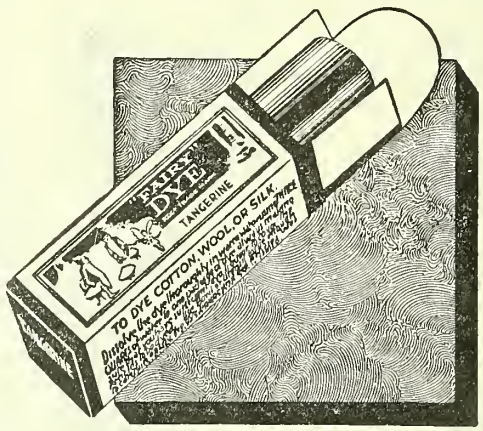
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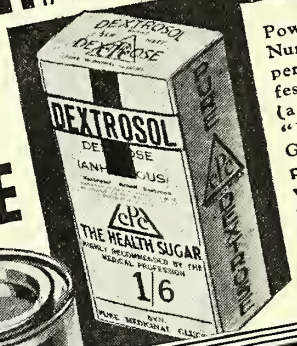
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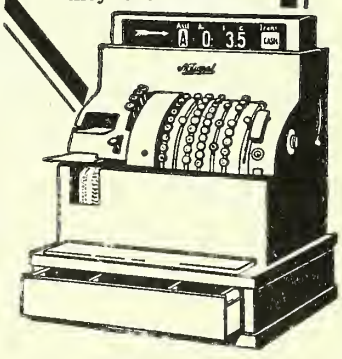
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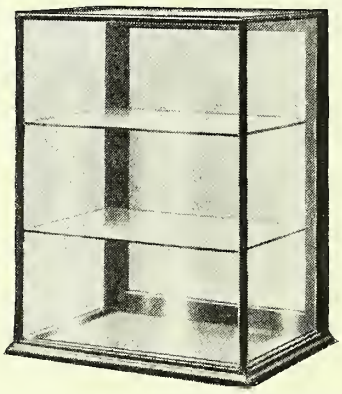
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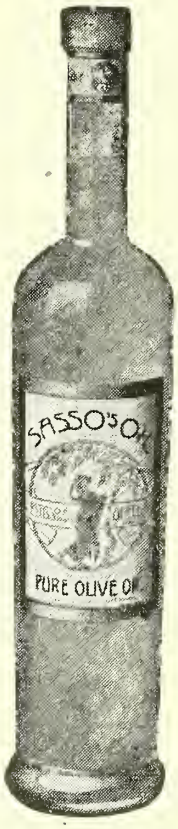
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I agree to publication of this apology.

Witness :

(Sd) E. G. Espline
31 Parry Place
Plumstead S.E. 18.

Dated this 7th day of February 1933

(Sd) Henry W. Rose.

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CHEMIST AND DRUGGIST
A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

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News of the Week

Key Industry Duty—Synthetic Phenol Exempted

The Treasury have made an Order under Section 10 (5) of the Finance Act, 1926, exempting acid carbolic (synthetic) (phenol (synthetic); benzo-phenol (synthetic)) from key industry duty from March 15, 1933, to December 31, 1933.

Visits to Works

A large party of students of the Department of Pharmacy of the Manchester University, accompanied by Mr. H. Brindle, B.Sc., F.I.C., Ph.C., visited the laboratories and works of Ayrton, Saunders & Co., Ltd., Liverpool, and afterwards were entertained at Reece's Café. Mr. Brindle, in a short speech, referred to his interest in seeking to influence the individual chemist in the making of his own galenicals and other preparations, but emphasised the advantages offered by such an organisation as that which they had visited, particularly having regard to the system of analytical control. Messrs. A. Chapman and G. Dalrymple responded on behalf of the company.

A large party of students from the Pharmacy Department of the Bradford Technical College visited the Sheepscar Works of Hirst, Brooke & Hirst, Ltd., Leeds, on March 6. The party was accompanied by Principal Richardson, Mr. F. N. Appleyard (head of the Pharmacy Department) and other members of the staff. They were met by Mr. Geoffrey Hirst (governing director), Mr. H. Read (director) and Mr. C. Clark (director). After an interesting tour of the works, the visitors were entertained to tea. Mr. Hirst, welcoming the students, mentioned the advantages of the close relationship between the manufacturing and the retail pharmacist. He advised them to study the economic aspects of business. Principal Richardson said that the wide scope of the training which pharmacy students were undergoing tended to produce pharmacists better able to hold their own. He congratulated the students on the part they were playing in the general life of the College. A vote of thanks proposed by Mr. A. D. Thorpe (chairman of the Pharmacy Students' Association) was carried with enthusiasm.

Wine-Licence Applications

At Guisborough, Yorks, recently, when Mr. W. S. Prosser, chemist and druggist, Loftus, applied for a wine off-licence the police objected because it was for a full wine licence. It was stated that no objection would have been offered if it had been for medicated wines only. A petition in support of the application was presented. The licence was granted.

At Pocklington Police Court, on March 4, notice of appeal was given after the magistrates had refused to grant the renewal of a wine licence to Mr. F. W. S. Wood, Pocklington. For the applicant it was argued that if the licence was redundant the same applied when the Bench granted it five years ago, as there had been no change in local conditions. Mr. Wood stated that he had never sold wine for other than medicinal purposes, except on one occasion, when he had supplied some sacramental wine. The licence was opposed on the ground that there were plenty of facilities in the town for medicated wines.

Inquests

An inquiry was held at Altrincham, on March 9, concerning the death of Sir William Veno, who was found shot in the grounds of his residence. After hearing the evidence and the acting coroner's summing up, the jury, by a majority, returned a verdict of "Suicide during a fit of impulsive insanity while of unsound mind."

The Paddington (London) coroner concluded, on March 9, an inquest on the body of Mrs. Frances C. Beech (*C. & D.*, March 4, p. 218). Dr. C. H. Atkinson said that Mrs. Beech was first brought to him in April 1931, because she was taking ½ gr. of omnopon two or three times a day. She reduced the dose and stopped in about three weeks. The next time Mrs. Beech came to him she was having 2½ dr. of paraldehyde at night. Narcotic drugs had been given to her because her mental condition demanded it at times. Dr. E. Mapother, mental superintendent of the Maudsley Hospital, said that nembutal had been used extensively at the hospital. The maximum quantity given in twenty-four hours had been 13½ gr. The average dose had been 4 gr. Nembutal had come to be regarded as a particularly safe drug for the purpose for which it was used. Dr. A. H. Douthwaite, assistant physician of Guy's Hospital, said there was no danger in a 6-gr. dose of nembutal. In some instances he had also given chloral and bromide. He did not think medinal was the cause of death. Dr. J. A. Ryle, physician at Guy's Hospital, and a member of the Therapeutics Trials Committee of the Medical Research Council, gave as his opinion that Mrs. Beech died of gastric uræmia following the dose of sal volatile. It seemed to him to be physiologically unsound and quite outside medical experience that a person coming round from a hypnotic and then having a small dose of another hypnotic should then succumb to either of them. He thought that Sir Bernard Spilsbury and Dr. Roche Lynch had not taken into account the facts of life, but only those after death, in autopsy. Dr. Lynch, recalled, said he adhered to his opinion that the hypnotic drugs, the bromide, and paraldehyde had contributed to the death of Mrs. Beech. One could not exclude some effect of the sal volatile. The Coroner: This death, you mean, was due to medinal, nembutal, paraldehyde, potassium bromide, and to a certain extent sal volatile. Sir William Willcox agreed with the findings of Sir Bernard Spilsbury and Dr. Lynch that Mrs. Beech's death was due to a combination of drugs, and as a contributory cause possibly to the sal volatile. He knew of four fatal cases following the administration of nembutal in which the drug was used for purposes of an anæsthesia. Three were doses of 7½ gr. and one of 6.7 gr. In all the cases the people were acutely ill. Nembutal was a new drug with a very decided therapeutic action, and he thought that the greatest care was needed in its use. Sir Bernard Spilsbury, recalled, said he found no traces in the *post-mortem* examination of gastric uræmia as a probable cause of death. The coroner said that he came to the conclusion that death was not due to gastric uræmia, but that it was due to all the drugs which had been taken, including the sal volatile.

Birmingham

A man collapsed and died in a chemist's shop in Bennetts Hill on March 14.

A fire broke out on March 13 in the laboratory and workshops at the rear of Hedges Chemists, Ltd., Dale End; several firemen were temporarily overcome by fumes and had to be treated at the General Hospital. The ether and chloroform in the laboratory fortunately remained intact.

Liverpool

The president of the Old Students' Association of the Liverpool School of Pharmacy (Mr. H. Humphreys Jones) is giving a dance at Reece's Café, Parker Street, on March 21, from 7.45 p.m. to 1 a.m., to celebrate his twenty-five years as principal of the Liverpool School of Pharmacy. Tickets may be obtained from Mr. J. Butler, Liverpool School of Pharmacy, or from Mr. J. W. Lamb, 12 Childwall Abbey Road, Wavertree, price 3s. 6d.

An interesting lecture on "Biological Products of the British Pharmacopœia" was given before the Old Students' Association of the Liverpool School of Pharmacy on March 7 by Mr. F. Wokes, B.Sc., F.I.C., Ph.C. Mr. H. Humphreys Jones, F.I.C., Ph.C., was in the chair. The new B.P., the lecturer remarked, introduced the principle of biological standardisation. The lecturer described the method of assaying insulin. In dealing with strophanthus they came against a new problem. The international unit of activity of digitalis was described and a table of potencies for digitalis was given. During the discussion Mr. Evans asked how long digitalis retained its potency. Mr. Wokes said that so far as they knew it kept its potency for a number of years, providing it was kept dry. Replying to further questions by Mr. A. J. Jones, the lecturer said that it was difficult to say in which direction the present developments in regard to insulin would proceed or what product was likely to take its place. In the case of thyroxine they had thyroxine *plus* protein, and it had been found that there was something further in the protein which enhanced activity. Regarding a further question on international standards, Mr. Wokes said it was interesting that in the case of digitalis the standard was formulated by Dutch experimenters some years ago when they took an average of only three samples. At Hampstead they took it from ten samples, and actually the British standard was 140 per cent. of the international standard. They had a good idea that the strength of the British standard averages up to 110 per cent. In reply to a question by Mr. Arthur Wokes whether halibut-liver oil was as good as cod-liver oil, the lecturer said that cod-liver oil contained vitamin A, vitamin D and a good deal of unsaturated fatty acids, and there was evidence that these unsaturated fatty acids might be of use. Mr. J. Butler proposed a vote of thanks to the lecturer.

Sheffield

Mr. E. A. Kirman, chemist and druggist, Sheffield, has been appointed assistant lecturer in botany for pharmaceutical students at the Central Commercial College.

The recent influenza epidemic created a record in local insurance dispensing, over 500,000 prescriptions being presented for a month's payment. It is gratifying to know that pricing has been completed and that cheques will be sent out on the usual date.

Miscellaneous

THE ROYAL SOCIETY.—A reception was held by the president of the Royal Society (Sir Frederick Gowland Hopkins) on March 15, in commemoration of the tercentenary of the birth of Samuel Pepys and of the bicentenary of the birth of Joseph Priestley. The guests included descendants of Pepys and Priestley. Exhibits relating to Pepys and Priestley were on view, and an address was given by Sir Harold Hartley.

IN THE COURTS.—At Blackpool, ou March 13, John Parton (22), Buchanan Street, was charged with stealing goods the property of Boots, Ltd. James Moseley (59), master painter, and Robert Moseley, his son, Condor Grove, were charged with receiving part of the property knowing it to have been stolen. It was stated that Parton had been employed by Messrs. Boots for seven years, during which time he bore a good character. He was bound over for two years. The case against James Moseley was dismissed, and Robert Moseley was fined £3.

Scottish Notes

Brevities

Mr. James Lohoar, chemist and druggist, has been elected a vice-president of the Hamilton Rotary Club.

Mr. W. Murray, chemist and druggist, has been elected a member of the council of the Dumfries Rotary Club.

Irish Notes

Deputation to Ministry of Home Affairs (Northern Ireland)

A joint deputation consisting of Mr. C. B. Abernethy, Mr. J. McGregor and Mr. E. A. Richey, with the secretary in attendance, representing the Ulster Retail Drug Trade Association, and Mr. R. I. Edwards, president of the Pharmaceutical Society of Northern Ireland, Mr.

Fred Storey and Mr. D. L. Kirkpatrick (secretary of the Society), as representatives of that body, attended at the Ministry of Home Affairs, recently, with reference to the sale of drugs and other medicinal substances by grocers, etc. The deputation was received by Mr. A. P. Magill, of the Home Office, who had with him Mr. T. Strahan and Mr. J. Moffatt, the Registrar and Inspector respectively of the P.S.N.I.

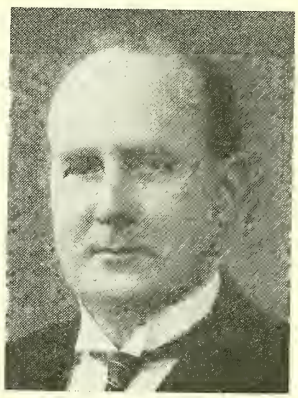
Mr. Edwards, in outlining the reasons for and aims of the deputation, spoke principally from the educational standpoint and gave a comprehensive *résumé* of the evolution of a pharmaceutical chemist. Mr. Storey, who followed, urged that, in the best interests of public welfare, it was a matter of vital importance that only those who had successfully passed through the various stages as outlined by Mr. Edwards should be entrusted with the fulfilment of the requirements of the public in the supply of drugs and medicinal preparations. He submitted instances of the injurious effects experienced by persons from the improper use of such substances, purchased from unqualified traders who, through ignorance, are not in a position to safeguard the public by advice or caution. He advocated the principle that the sale of all articles listed in the British Pharmacopœia, with exceptions such as enumerated by the deputation, should be restricted to fully qualified chemists or druggists and thus afford the necessary protection to the community. Mr. Abernethy, Mr. McGregor and Mr. Richey strongly supported the views put forward by the previous speakers, and expressed the opinion that the Government should take the initiative in promoting the necessary legislation without waiting for the Imperial Parliament. During the discussion which ensued Mr. Strahan gave a short explanation of the schedules embodied in the English Bill.

Mr. Magill, in replying, stated that he could not hold out any hope of the Government contemplating legislation of such an extremely restrictive nature. The Government had definely decided to wait until the English Bill had become law, and the opportunity was thus afforded to examine its principles and working; further, no fresh legislation could possibly be introduced before October 1934 at the earliest. Until then the House would be very busily engaged with the business on hand. He suggested that, in the meantime, the matter should be further considered by the parties interested with a view to evolving some modified proposals which might be given more favourable consideration. Mr. Edwards having thanked Mr. Magill for the courteous and patient hearing accorded to the deputation, the interview terminated.

Brevities

The co. Meath Infirmary Committee has accepted the tenders of Mr. William Fenegan, Ph.C., Navan, for medicines, and that of Fannin & Co., Ltd., Dublin, for surgical appliances.

Mr. Samuel John Hudson, Ph.C., the new president of the Ulster Retail Drug Trade Association, is a native of Belfast. He served his apprenticeship with the late Mr. William Haslett, Ormeau Road, and was afterwards in a branch pharmacy of Mr. Samuel Hogg, Ph.C., Shankill Road, and with Mr. William Hanna, Ph.C., Bangor. Qualifying under the Pharmaceutical Society of Ireland in 1914, Mr. Hudson set up for himself at 355 Beersbridge Road, in the rising suburb of Bloomfield, where he has carried on business ever since. Some years ago he moved to larger premises at 381 Beersbridge road, one of the finest suburban pharmacies in Belfast. Mr. Hudson has been a member of the old Ulster Retail Drug Trade Association since he started business, and he was a member of the Committee of the North Irish Pharmacists' Association until the recent amalgamation. He was vice-president of the new Association and now succeeds to the presidency with the good wishes of his colleagues.



Mr. S. J. Hudson

Topical Reflections

By Xrayser

Welcomed as an Old Friend

in the House of Lords, the Pharmacy and Poisons Bill may be said to have started anew upon its career under the most favourable auspices. According to the official report of the proceedings on the occasion of the second reading debate (*C. & D.*, March 11, p. 253), there was no criticism of the Bill; neither was there even a suggestion of opposition from any quarter. Everything pointed to the probability that the measure will soon be making progress in the House of Commons. This suggests that it is all the more necessary for the pharmacists of Great Britain to read the Bill quickly with understanding and make up their minds whether or not it ought to become law, with or without modification. Otherwise they may wake up at no far distant date to find that questions which they thought were still open for discussion have been definitely answered by the Legislature in ways that may or may not tend to the benefit of pharmacy as a business occupation. You have conferred a great benefit upon your readers by printing the text of the Bill in full, so that no chemist and druggist has any excuse for protesting at a later date that he was not made properly conversant with its provisions before it passed, if it does pass, into law. With the representative bodies in pharmacy regarding it as an agreed measure, and no suggestion of organised opposition from any other quarter, it now only remains for the pharmacists of the country to show by their attitude, as you suggest, how the result shall be determined.

The Chemists' Drug Fund

again shows up well, the result of the last year's working (p. 252) being such as should satisfy insurance chemists generally. After payment of ingredient costs in full, and deduction from the amount due for dispensing fees of the 10 per cent. required by the Government's emergency measure of economy, there still remains enough money to pay all the chemists' accounts, with a modest excess balance as a bonus. Since this excess balance does not amount to much more than 2 per cent. on the total of each chemist's account, its existence should not be regarded as affording any excuse for suggesting that we have been overpaid, the more especially as we stood to bear the racket if the cost of an epidemic such as has quite recently swept the country had encroached unduly upon the chemists' central fund last year. As it is, the prospect for the current year seems to be none too rosy, and it may well prove that anything like a bonus on our accounts will henceforth prove a thing of the past, though it must be remembered that the deduction of the emergency economy cut is not likely to be a permanent factor of the business. For the time being, however, we must be content to congratulate the N.P.U. Executive on the success attending last year's working, and hope for as good results in the next few years.

Legal Reports

Edwards Harlene, Ltd., v. Arline, Ltd.—In the Chancery Division of the High Court, London, on March 14, before Mr. Justice Luxmoore, Mr. Bray, on behalf of the plaintiffs in the action Edwards Harlene, Ltd., v. Arline, Ltd., moved for leave to issue a writ of sequestration against the defendant company for wilfully disobeying an order of the Court dated January 24, by which the defendants were restrained from infringing the plaintiffs' trade mark "Harlene." Mr. Bray stated that the injunction was granted because of the use by the defendants of the name "Arline" on labels and advertisements. Mr. Gorst, for the defendants, said the window in question was to have been illuminated but it had not been connected and was in the dark. The main shop window had been cleared. His Lordship: Is it said this is an accident? Mr. Gorst: An absolute accident. The window was cleared at once when attention was brought to it. Mr. Bray said that the plaintiffs alleged other instances in which the words "Arlines" or "Arline" had been used, and counsel directed his lordship's attention to an advertisement by defendants in "Miss Modern" for March, in which the name "Arline" appeared and away from it the letters "Ltd." Mr. Gorst read an affidavit by Mrs. Arline Constance Hedge, a director of the defendant company. The defendants had been most desirous of complying with the injunction, and expressed regret for any breach due to inadvertence. Mr. Bray said he was now satisfied with the defendants' window. His lordship said if he ordered the defendants to pay the costs of that motion he would be willing to accept the apology given by them and to treat the case as one of inadvertence, although seven cases had been brought to his notice. He would order the defendants to pay the plaintiffs' costs of that application.

Application for Injunction.—In the High Courts, Dublin, on March 7, before Mr. Justice Meredith, the Lincoln & Midland Counties Drug Co., Ltd., for whom Mr. Martin Maguire, K.C., appeared, sought an injunction to restrain the Irish Public Prescription Service, High Street, Dublin, from selling or offering for sale a preparation in bottles bearing a label containing words representing that the preparation was made from the same ingredients as Clarke's Blood Mixture, or otherwise using the words "blood mixture" in connection with the sale of a preparation not made by the plaintiffs. Mr. Maguire said the company had registered the words "Blood Mixture" and "Clarke's World-Famed Blood Mixture" as a trade mark in the Irish Free State in 1928 and 1929 respectively. The defendants had got out labels which were a colourable imitation of the plaintiffs' labels, stating that their article contained the same ingredients as "Clarke's World-Famed Blood Mixture." The affidavit of Mr. W. F. Brown, managing director of the plaintiff company, was read by Mr. Maguire in support of the application. An affidavit by Mr. F. W. Spinks stated that he was a qualified chemist, and was employed by the defendants as manager of the business at 9 High Street, Dublin. He had prepared for the defendants the mixture known as Currid's Blood Purifier from an analysis of Clarke's World-Famed Blood Mixture as set out in a publication of the British Medical Association, entitled "Secret Remedies." The second affidavit was from Mr. John Currid, who stated that he was the sole proprietor of the Irish Public Prescription Service. He had acted honestly and *bona-fide* in the sale of Currid's Blood Purifier. He was prepared to hand over the labels in his possession to the plaintiffs, and to undertake not to use the labels or any labels of a like description, nor to refer to Clarke's Blood Mixture in any advertisement in connection with the sale of Currid's Blood Purifier. Mr. Justice Meredith: What the defendants were doing was trying to steal the advantage of the world-wide reputation and of the enormous amount of money that the plaintiffs had spent on advertising. Mr. Justice Meredith accepted the defendant's undertaking, treated the motion as the hearing of the action, made no rule on the motion, and directed that all further proceedings be stayed. He allowed the plaintiffs their costs.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

Kuratives, Ltd. (P.C.).—Capital £500. Objects: To carry on the business of selling and exploiting remedies for rheumatism and the like complaints, etc.

Hills (Chemists), Ltd. (P.C.).—Capital £500. Objects: To carry on the business of wholesale and retail chemists, druggists, herbalists, opticians, etc.

H. V. Hallam, Ltd. (P.C.).—Capital £500. Objects: To carry on the business of chemists, druggists, opticians, etc. R.O.: The Park Pharmacy, Market Street, Chapel-en-le-Frith, Derbyshire.

Services Stores, Ltd. (P.C.).—Registered in Edinburgh. Capital £300. Objects: To carry on the business of wholesale and retail dealers in chemists' sundries and cosmetics, toilet requisites, etc.

Bob Martin (Export), Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of wholesale and retail manufacturers of medicines, appliances and other requisites for animals, &c. R.O.: Union Street, Southport.

Arthur Ashworth, Ltd. (P.C.).—Capital £27,500. Objects: To acquire the business of a chemical manufacturer and merchant now carried on by Arthur Ashworth at Fernhill Chemical Works, Bury, as "Arthur Ashworth."

Martin Burns, Ltd. (P.C.).—Objects: To acquire the businesses of chemists and druggists formerly carried on by M. Burns, M.P.S., at 79 and 128 Charing Cross Road, London, W.C.2. Managing director: F. G. Bull, M.P.S.

Snowunda, Ltd. (P.C.).—Capital £3,000. Objects: To acquire the business of a soap manufacturer now carried on by Roy Farsons at West Row, Stockton-on-Tees, together with the registered trade mark "Snowunda."

Neo-Medics, Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in medicines, chemicals, drugs, disinfectants, toilet requisites and preparations, etc. R.O.: 26 Sun Street, Finsbury, London, E.C.

Autograf Tooth Brush Company, Ltd. (P.C.).—Capital £6,000. Objects: To carry on the business of manufacturers of and dealers in all kinds of brushes, hair, bristles, fibres, bone, horn, glass, cellulose and all materials necessary in the manufacture of brushes, etc. R.O.: Ipswich Road, Trading Estate, Slough, Bucks.

Bankruptcy Reports

Re George Ebblewhite, trading as The West Yorkshire Surgical Appliances Co., 30 Church Street, Dewsbury, Yorkshire. At the public examination of this debtor, which was held recently at the County Court, Dewsbury, a statement of affairs was submitted which disclosed a deficiency of £116. Debtor attributed his failure to "bad trade." The examination was closed.

Re William James Dodridge, 47, Victoria Road, Woolston, Southampton, chemist and druggist. The public examination was held recently at the Court House, Southampton. According to the statement of affairs lodged, the liabilities amounted to £419 13s. 3d., and debtor estimated that his assets would be sufficient to provide a surplus of approximately £17. At first the business at 47 Victoria Road, Woolston, was successful, but latterly there had been a decline in trade owing to competition. In 1929 he arranged to purchase the premises, raising first and second mortgages on the property to meet the purchase price. Creditors had pressed recently, and debtor said that he had borrowed from moneylenders. The optical side of the business he had handed over to his son. The examination was formally adjourned.

"Let Us Now Praise Famous Men"

WHILE the pros and cons of publicity schemes are being discussed throughout the country, commendable enterprise has been shown by Hirst, Brooke & Hirst, Ltd., manufacturing chemists, Leeds, who have produced a talking film "featuring" the private chemist. This film, which is being shown at Cleethorpes, Pontefract, Otley, Blackpool and Morecambe from March 13 to 18, contains very little publicity for the producers, though much of it was taken at their new Sheepscar works. The public is told a story of the scientific care and analytical control exercised in the preparation of medicines, and is shown how the individual chemist has behind him an organisation as skilled and well equipped technically as any combination in the country. The film commences with a "shot" of a chemist's shop, followed by views of the inside and at the dispensing counter. It then moves off to the company's works and depicts the processes and other services connected with and necessary to retail pharmacy, finishing with another "shot" of the exterior of the shop, followed by a customer walking out with a bottle of medicine in her hand. Below are some





Extracts from the "Talking Matter."

Have you realised how necessary your chemist is to your daily life? It is the chemist alone who is qualified to compound your medicines and nostrums which are the cure for all ills.

The chemist is next in qualification to the doctor. He has to spend many years in intensive study, and finally pass a very exacting examination before he can qualify to dispense your medicines or even open his shop.

While the chemist's shop is the outlet for all medicinal products, behind this is the large manufacturing organisation which keeps him supplied with the drugs, chemicals and preparations he requires.

Such an organisation is shown in Messrs. Hirst, Brooke & Hirst, Ltd., manufacturing chemists, of Leeds. The manufacturing chemist is responsible for the quality of the goods supplied by the retail chemist, and such goods are manufactured under very careful scientific and analytical control.

All through the manufacturing processes highly qualified works chemists are sampling and testing. First the crude drugs, as they are grinding in the mills, are tested for purity and with the idea of producing a finished article which is the most efficient of its kind, and is guaranteed to have the effect demanded by the doctor.

The preparation of the active principle of a drug is carried out by the most up-to-date plant and in this laboratory are seen various types of extraction plant comprising vacuum stills, boilers, concentrators, etc. Again, the chemists are continually sampling and testing, so that the process of manufacture can be checked at each stage. Skilled analysts examine these samples with the utmost scientific care and the finished product is brought up to a standard of strength and quality which is maintained in every batch made.

Preparations which are packed ready for sale by the chemists undergo the same careful scrutiny and only skilled operators are employed in the bottling and finishing. The attractiveness of the pack is also a consideration, while wrapping in transparent paper excludes the possibility of contamination. Weighing, sampling, checking and testing proceeds at every stage and thus you are assured that your own chemist is providing you with a medicine which is the finest of its kind and the confidence thus created will do much to assist the healing process.

This careful standardisation of medicines enables you to place the utmost confidence in your chemist, the private chemist, who as owner of his business can give you that individual attention which is so essential in creating confidence.

As a private chemist he can select his own manufacturer and thus demand a very high standard of quality which the manufacturer will maintain. Thus when you leave his shop you can have perfect confidence in the medicines.

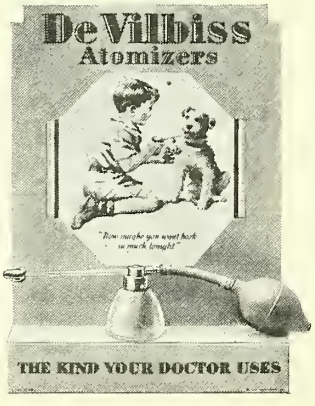
In towns where the film is being shown chemists are asked to co-operate by distributing handbills announcing the event, and in every instance so far there has been wholehearted response from the trade towards this scheme, which is, as far as we are aware, the first to advertise the individual pharmacist and his qualifications as a dispenser of medicine. Such propaganda cannot fail to enhance the prestige of the chemist and druggist.

Perfumes and Toilet Aids



IN the following pages we have reviewed the recently introduced products of the leading perfumery manufacturers and, in most cases, illustrated a selection of their lines. In addition to these notes and illustrations the attention of our readers is directed to the coloured advertisements appearing elsewhere in this issue by the following:—T. F. Bristow & Co., Ltd.; Thos. Christy & Co.; The County Perfumery Co.; Gillette Industries, Ltd.; F. W. Hampshire & Co., Ltd.; The International Bottle Co., Ltd.; Johns, Son & Watts, Ltd.; Faire Bros. & Co., Ltd.; Lax & Shaw, Ltd.; Lipvac Flasks, Ltd.; Lysol, Ltd.; Marlborough & Co., Ltd.; Modern Chemical Products, Ltd.; Nonspi, Ltd. (selling agents Richard Hudnut, Ltd.); Parfumeries de Paris, Ltd.; Potter & Clarke, Ltd.; Roger & Gallet (London), Ltd.; Saville Perfumery, Ltd.; Solport Brothers, Ltd.; Stewart, Goodall & Dunlop, Ltd.; John Swain & Sons, Ltd.; Thornton & Ross, Ltd.; Vareen, Ltd.; Vinolia Co., Ltd.; and R. F. White & Co., Ltd. Morny, Ltd., call attention to a new perfumery product by means of a striking inset in four colours.

The Aerograph Co., Ltd.,



Lower Sydenham, London, S.E.26, have brought out a new counter card and a new display screen relative to the well-known De Vilbiss No. 15 atomiser. The counter card (illustrated herewith) is made to display an atomiser; one of these cards, we understand, will be supplied with each order for one dozen De Vilbiss No. 15 atomisers. The design of the display screen is similar to that of the counter card.

M. Beetham & Son,

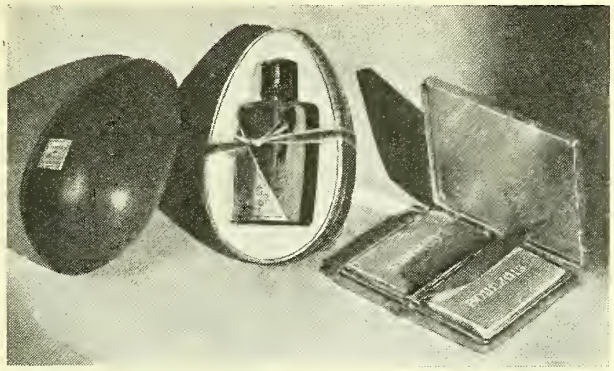
Imperial Lane, Cheltenham, remind chemists that their Larola is known the world over as a valuable skin food



for summer and winter use. This, together with Larola toilet soap and face powder, is illustrated above. A series of showcards is available for display purposes and the firm also publish an interesting booklet on "The Cult of Beauty."

Gustav Boehm,

38 Moreland Street, London, E.C.1, has sent for our inspection several smart lines issued at popular prices. Tree brand eau de Cologne and lavender water are being sent out in a new pack which is already attracting considerable attention; free show material is available. The latest Delavelle product is Monte Carlo sunburn oil, which is recommended as giving a sunburn effect on the skin while preventing any painful effects from exposure to sunlight. Another Delavelle creation is Sweet Pea, obtainable in four sizes, the two smaller of which are packed in handsome counter display boxes. A new pack has been devised for Vola, a series which comprises twenty-one preparations. Mention must also be made of Lemon and Peroxide cream, issued in two kinds, day cream and night cream.

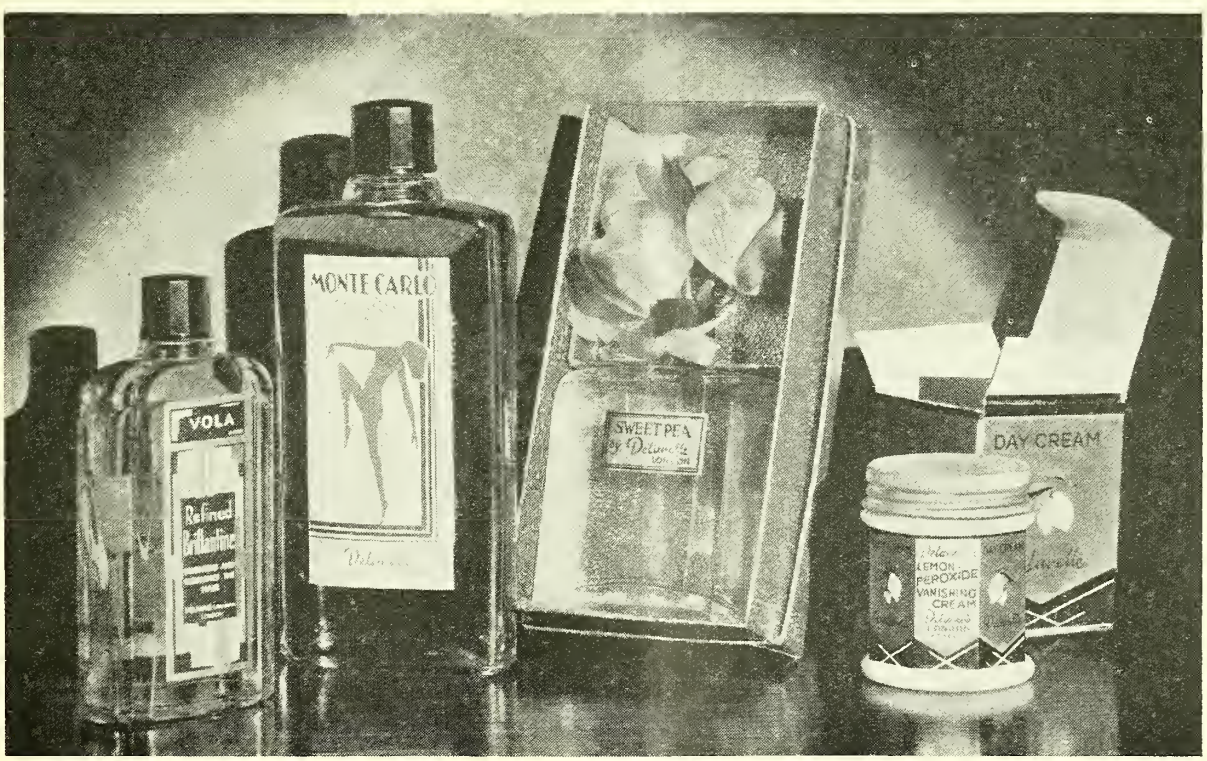




SUGGESTED EASTER GIFTS BY A. BOURJOIS ET CIE, LTD.—Above.

PERFUMERY PRODUCTS BY PAPIER POUDRÉ, LTD.—Right.

MODERN PACKS BY GUSTAV BOEHM.—Below.



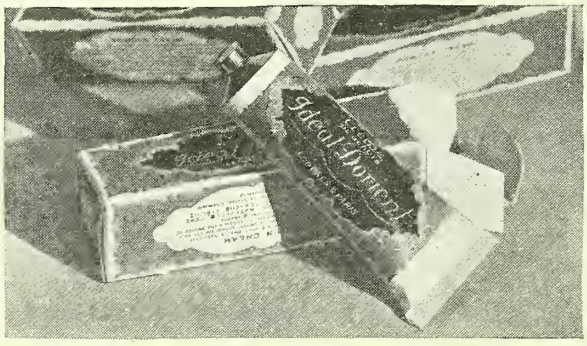


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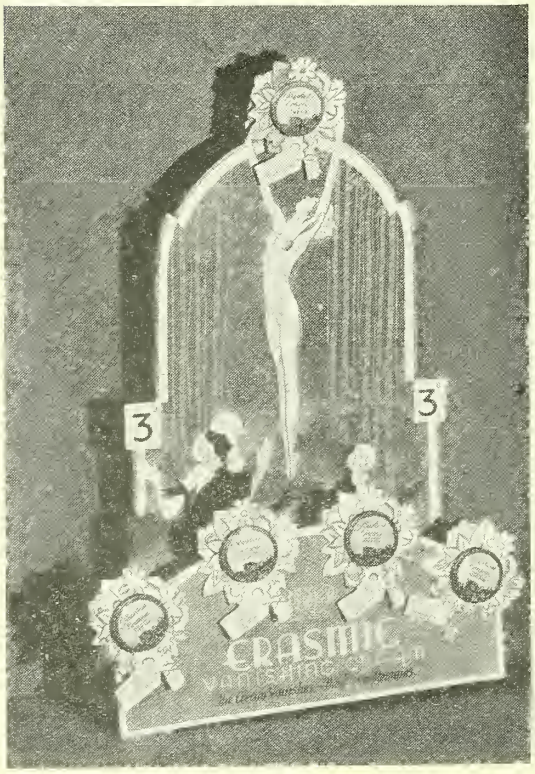
MARLBOROUGH & CO., LTD. (QUEEN ANNE).

R. V. WAGNER (IDEAL DORIENT).

THE ERASMIC CO., LTD. (VANISHING CREAM AND ELITE PERFUMES).

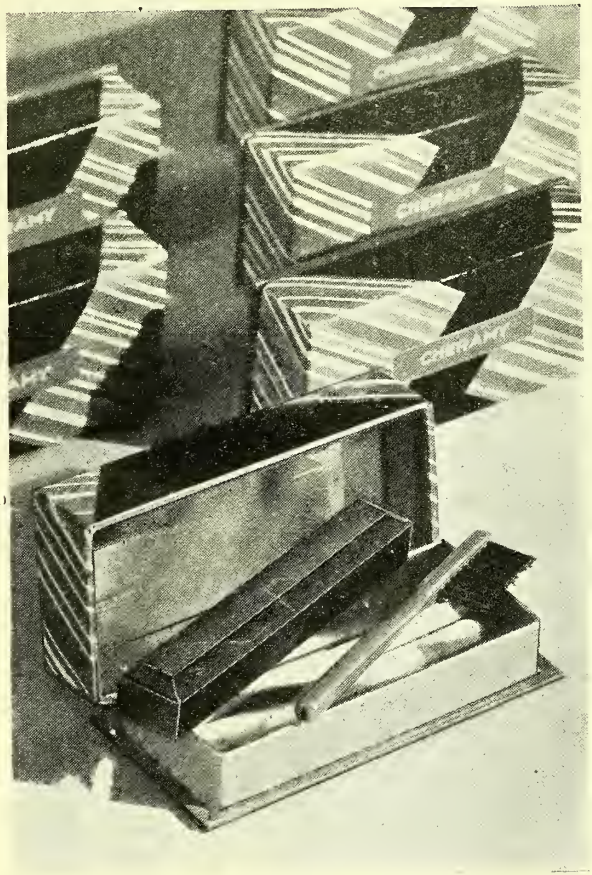




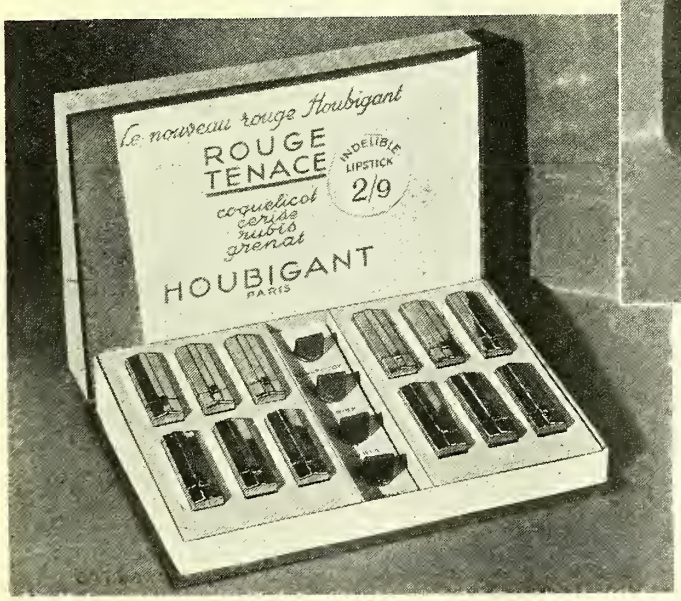




EYELASH BEAUTIFIER BY CHERAMY.—Below.



LIPSTICKS BY HOUBIGANT.—Below.





AFTERSHAVE BALM: THE COUNTY PERFUMERY CO.

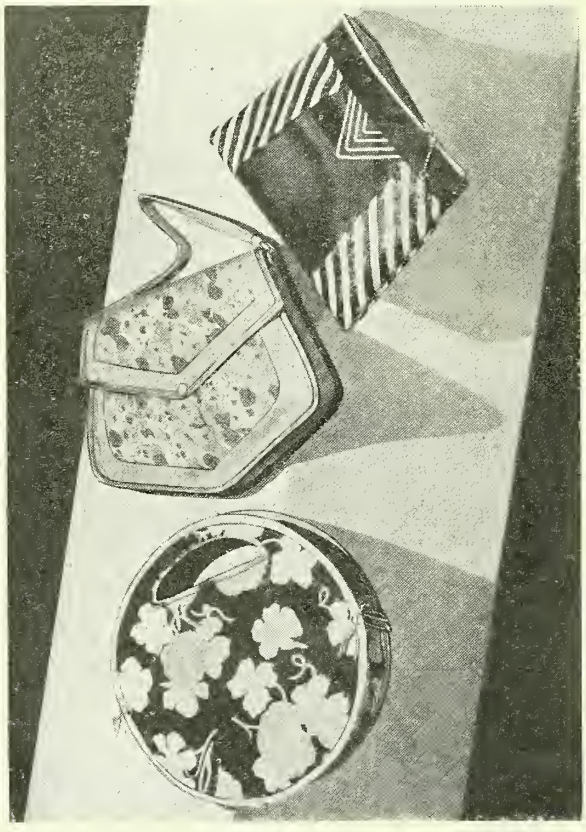


HAIR FIXATIVE BY HOUBIGANT.—Above.

HOUBIGANT AND CHERAMY PREPARATIONS SUPPLIED BY PARFUMERIES DE PARIS, LTD.

Arthur Berton, Ltd.,

Britannia House, 256-260 Old Street, London, E.C.1, have sent us samples of five of their most popular waterproof toilet bags. The principal features of these lines are as follows:—No. 0145 is a toilet handbag complete with pockets and gilt mount, made in a large assortment of waterproof silks and satins; this model, we are informed, was one of the series selected by H.M. the Queen at the British Industries Fair. No. 1035 is a smart *pochette* fitted with three large pockets containing soap and towel, and made in contrasting panels of striped



and plain silk, with a zip fastener. No. 0229, known as the Flapjack *pochette*, is a new design with handles and zip fastener; it contains soap, towel and face cloth. No. 0144 is a conventional shape incorporating something new in fittings—toilet bottle, cosmetic pot, mirror, soap, towel and face cloth; this model is available in plain or patterned silk with contrasting flaps and thumb-piece, and is also fitted with a zip fastener. No. 0142 is a small *pochette* in printed silk, containing tooth-brush, nail brush, mirror, comb, soap, towel and face cloth. An illustrated list of toilet novelties is now available.

The Butywave Co.,

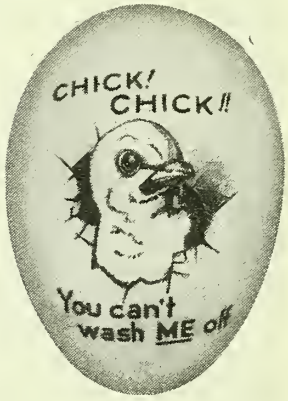
5 Rampayne Street, London, S.W.1, have forwarded us samples of four of their newest lines. The first of these is Butil, a liquid preparation designed to combine the effects of cream, powder, skin tonic and astringent. It is said to whiten the skin without any fear of rubbing off in contact with clothes, and is supplied in two sizes. Set Cream is the name of a new hair fixative and dressing, which is issued as being "years ahead of others." The other two novelties are Buty mirror (with border that shows a light on pressing a spring, the utility of which is obvious) and depilators, the latter supplied carded with directions. All these products are reasonably priced. The plaster bust advertising Butil was illustrated in the *C. & D.*, November 19, 1932, p. 616. The showcards supplied are of more than average attractiveness.

A. Bourjois et Cie, Ltd.,

4 Water Lane, London, E.C.4, have issued an Evening in Paris double compact containing rouge and powder in a wide range of shades. This is in the usual effective style distinguishing the Bourjois products. Another novelty is Evening in Paris cold cream, packed in jars harmonising with the rest of the series, and retailing at a moderate price. Easter eggs are also obtainable in this style. An effective showcard for Bourjois complexion soaps is available.

T. F. Bristow & Co., Ltd.,

Colindale, London, N.W.9, apart from the usual soap Easter eggs, have one which is particularly interesting, namely, Chick Chick soap. This retails at a modest price and is quite a novelty, inasmuch as the design remains on the egg until it is worn down to a wafer. Each Chick Chick is boxed individually and should prove highly popular.



The County Perfumery Co.,

Bradford Street, Birmingham, send us samples of Veleta Skin Tonic Aftershave Balm, which, they claim, constitutes such an advance in this class of preparation that its use is destined to become universal. This product is a menthiolated, inseparable emulsion rapidly absorbed by the skin without leaving any greasy trace, and is antiseptic. A free sample will be sent to any chemist in business on application. The balm is put up in three sizes, with display material, and is also supplied in bulk.

Arthur H. Cox & Co., Ltd.,

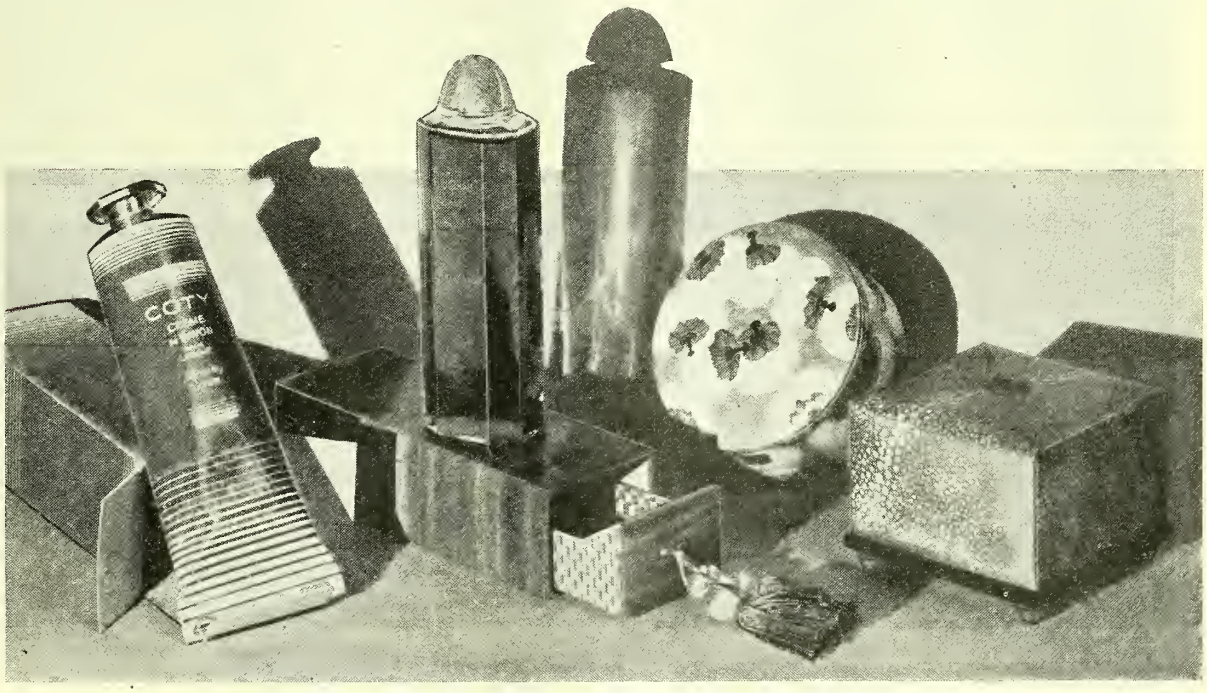
Brighton, manufacture a number of popular toilet lines and one of these, the packing of which has lately been improved, is shown in the accompanying illustration. The range of articles packed in a similar style includes:—



Bay rum, bay rum and cantharides, brilliantine, complexion milk, dandruff cure, hair fixing cream, hair tonic, honey and flowers, liquid face powder, shampoo foam, setting lotion, toilet paraffin, and violet oil.

Coty (England), Ltd.,

3 Stratford Place, London, W.1, have signalised the opening of their spring campaign by the introduction of various new products, an event that will no doubt be welcomed by the large circle of users of Coty perfumery. The first of these new products is a series with the intriguing name La Fougeraie au Crépuscule (which we will leave our readers to translate for themselves) ; this is issued as perfume, powder, bath salts and so forth ; the perfume is contained in a slide box with tassels, and the face powder in an equally distinctive box with an " ebony " base and carved vermilion feet. Secondly, a new shade of powder has been issued with the name Vert Tendre (which should not need much translation) ; powders more or less of this shade are in great demand for evening use, and much experience has been applied to the making of a powder which shall be attractive by electric light without being obvious. This new shade is offered in two sizes and in six perfumes. Another new departure is Talc de Coty, at a more economic price for extended use in the bathroom; this is supplied in two styles, each with its own group of perfumes. And, finally, the wants of men have been studied with the result that Coty shaving cream has been introduced ; it is supplied in collapsible tubes, each in carton and with display outers. A hexagonal screw about the size of a shilling renders the opening of a tube comfortable for masculine fingers. With this is issued Coty talc for men, perfumed with Coty eau de Cologne and tinted to a special " invisible " shade.



SOME AIDS TO BEAUTY OFFERED BY COTY (ENGLAND), LTD.

The Dubarry Perfumery Co., Ltd.,

Goldstone Laboratories, Hove, have introduced recently a number of interesting lines, samples of which they have sent for our inspection. The Dubarry slider powder box for loose powder, in silver and black enamel, is compact in size and, although simple to use, it cannot get out of order. This attractive novelty appeals to women of taste, and is supplied in a neat display box together with puff and two trial boxes of Dubarry powder. For those who require an article at a more popular price Messrs. Dubarry have introduced the Always Handy loose powder box in permagold and platinoid. These metals resemble gold and platinum and are made and finished by British craftsmen. Each case is packed in a neat presentation box with a down puff and a wool puff. The Dubarry Jack in the Box lipstick (described and illustrated in the *C. & D.*, November 5, 1932, p. 552) is a novelty which seems to be attracting more than the usual attention. In perfumes Messrs. Dubarry have introduced Arcadie and La Milo ; these are presented in delightful tinted bottles of a new design ; the usual toiletries such as bath crystals and tablets, talcum powder, face powder, toilet and bath soaps, etc., are also supplied at reasonable prices. Dubarry beauty powder is a new product to sell at a popular price ; it is delightfully perfumed and supplied in all fashionable tints. A counter display box for choosing tints is supplied with orders for three dozen boxes. Complete window dressing material is now being supplied, we understand, for several Dubarry products. These are made up in such a way that with the photograph which accompanies the show a display can be made in a few minutes.

Dixor, Ltd.,

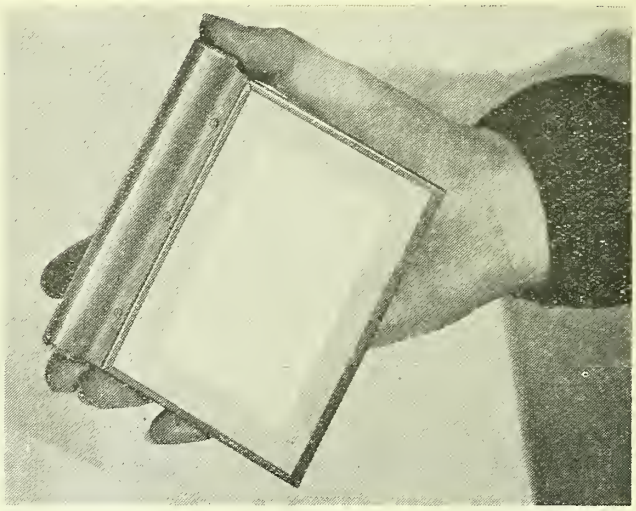
68 Newman Street, Oxford Street, London, W.1, have sent a sample of a recently introduced large size of



Velouty de Dixor (illustrated above) in a neat unbreakable pot ; this size is available in white, ivory, natural and ochre. We have received also a sample of Eau Dixor liquid depilatory, which is also illustrated.

FOUR OF THE LATEST LINES BY THE BUTYWAVE CO., WHICH ARE DESCRIBED ON ANOTHER PAGE.







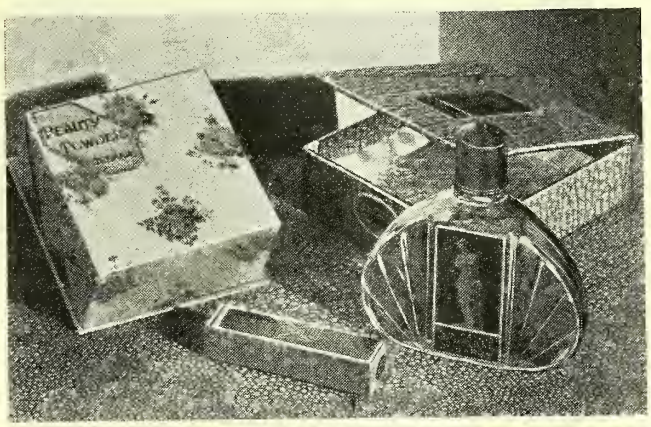


ILLUSTRATED ON THE LEFT IS A SELECTION OF THE RANGE OF GREASE PAINTS AND PREPARATIONS FOR THE HAIR SUPPLIED BY OSBORNE, GARRETT & CO., LTD.



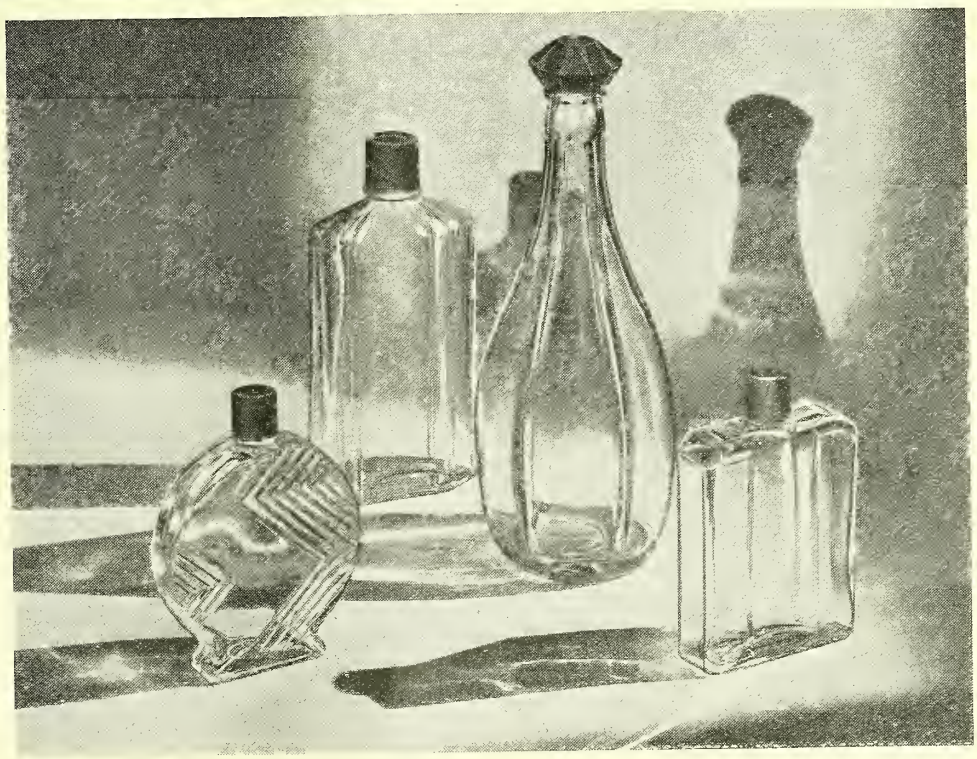
A SELECTION OF ELEGANT PREPARATIONS BY R. DEMUTH'S LABORATORIES.--Left.

RECENT INTRODUCTIONS BY THE DUBARRY PERFUMERY CO., LTD.—Centre.





SOME OF THE NEWEST DESIGNS IN BOTTLES BY THE INTERNATIONAL BOTTLE CO., LTD.—Right.



R. Demuth,

68 Salusbury Road, London, N.W.6, is the proprietor of a number of lines well known to chemists, particularly Frozoclone and Carnate nail polish, to mention but two. Other popular toilet requisites are Harmozan bath squares and solid lavender water, while a preparation which, weather permitting, will be in frequent demand shortly is Mirados, a liquid which prevents and alleviates mosquito stings.

The Erasmic Co., Ltd.,

Warrington and London, point out that a national advertising campaign is in progress with regard to Peerless Erasmic soap, and that the Press advertisements are distinctive. Their popular shilling series is now provided with a display stand to hold six bottles. The range of 3d. creams and powders has been extended, and includes vanishing cream, powder cream, complexion powder, skin food and cold cream. Special quantity prices are offered on application ; it should also be noted that ample show material is issued.

The Fenton Manufacturing Co.,

13 Bartletts Buildings, Holborn Circus, London, E.C.4, have contributed a selection of lavender sachets, toilet holdalls and velour puffs. The lavender sachets consist of lavender flowers enclosed in a delicate material and mounted with sprays of artificial flowers. Four designs of toilet holdalls have been received ; the Hikers (made for hikers, cyclists, motorist, etc.) ; the Atlanta (made specially for cruising and touring); the Major (designed specially for men) ; and the Be Prepared (for boy scouts, girl guides and tourists). The PureFect velour puffs are supplied in a variety of colours, each puff packed in an attractive box.

J. C. Gambles & Co., Ltd.,

211-215 Blackfriars Road, London, S.E.1, have supplied us with a sample of the new Cutex hand cream, a useful addition to the already extensive Cutex range. The preparation (illustrated herewith) is very well presented in a pale lemon translucent jar, capped and labelled in a distinctive manner. The cream is of the " semi - foundation " type, pure white, and is to be applied in very small portions at a time ; the perfume is reminiscent of narcissus, and (a good selling point) will not clash with any other which may be in use.



D. & W. Gibbs, Ltd.,

Wapping, London, E.1, writing to us regarding their toilet products, state:—" . . . we believe the trade do not always welcome a host of new lines which they have to stock, unless they sell freely—we feel certain that our superfatted cold cream toilet soap is very applicable to this season." Its quality is beyond question and in these days when prices, and therefore the turnover of many chemists, are falling all round it is a line which should be appreciated. It is perhaps hardly necessary to remind chemists that there is a toilet and a bath size of this soap, since its reputation among the discriminating section of the public has long been firmly established.

Hirst, Brooke & Hirst, Ltd.,

Sheepscar Works, Leeds, draw our attention to an extensive range of sponge bags and travelling companion sets. The days of the old check sponge bag seem very remote as we examine this tasteful series of bags in silk, cretonne, or white kid with poker-work design. The same materials are used in the travelling companion sets.



Many selling points will suggest themselves to the alert salesman, who should have little difficulty in persuading some of his customers to purchase the higher-priced varieties.

Richard Hudnut, Ltd.,

302 Gray's Inn Road, London, W.C.1, have sent us a specimen introductory package of Nonspi—a new deodorant—together with a neat showcard in colour. The product is attractively packed, and will be extensively advertised. Messrs. Hudnut inform us that an introductory package containing one full-sized bottle and three sample bottles of Nonspi will be sent to any chemist on request. This offer, however, does not apply to the Irish Free State owing to package charges.



Marlborough & Co., Ltd.,

491 Liverpool Road, London, N.7, have a well-merited reputation for their Queen Anne lavender water, the popularity of which seems likely to be closely followed by the Facial powder. The company issue a number of highly attractive showcards and stands to which justice can scarcely be done by means of an illustration in black-and-white. A useful counter showcard to which attention may be called is known as " R." This enables one bottle of perfume to be well shown on the counter and as the company are now sending out the 1s. 9d., 3s., and 5s. sizes with neck price tickets which are easily detachable,



THE POT POURRI JARS AND SHAVING SOAP ARE THE PRODUCTS OF POTTER & CLARKE, LTD.





THE PINK LILAC TOILET LUXURIES ILLUSTRATED ON THIS PAGE ARE CREATIONS OF MORNY, LTD.



any one of these bottles can be stood on this particular showstand, when a complete sales-aid is formed. It should also be noticed that the boxing of the product has been much improved since the earlier part of last year.

Morny, Ltd.,

6 New Burlington Street, London, W.1, appreciating the growing demand for floral perfumes of a simpler type, have introduced the pink lilac series of toilet luxuries. Looking at the selection displayed before us we are greatly impressed by the delicacy of the design and the attractiveness of the colours used. Messrs. Morny, we think, have succeeded in producing a range of fine toilet products which cannot fail to make an instant appeal. The series comprises perfume, bath salts, bath salts tablets, bath dusting powder, complexion powder, toilet soap, talcum powder and bath soaps.

Osborne, Garrett & Co., Ltd.,

51-54 Frith Street, London, W.1, supply a very comprehensive range of attractive toilet lines. Decker's hair-darkening bay rum is neatly packed, well advertised, and shows a good margin of profit ; handsome showcards in colours are supplied free, we understand, with order for not less than one dozen. Other Decker lines received by us include hair sticks (supplied in a variety of shades) and chamomile hair wash. The Ogee range is represented by samples of old English oils in jasmin and violet, and Ogee grease paints. A neat display card is supplied for the former.

Parfumeries de Paris, Ltd.,

Larden Road, Acton, London, W.3, call our attention to newly introduced products in the Houbigant and in the Cheramy series. The Houbigant novelties include a distinctive lipstick, on the manufacture of which a great deal of thought has been expended. Each of the four shades is shown in the display outer, and each case has the shade engraved on the bottom. An important point is the facility with which the stick moves in the holder. Then there is a hair fixative known as Fixateur Fougère Royale, put up in tubes and pots ; the tubes are supplied in display boxes of six. Turning to Cheramy, a new eyelash and eyebrow beautifier has made its appearance ; this is sent out in display boxes containing six, and is available in three shades. All these new goods are moderately priced.

Parfums d'Orsay

54 George Street, Baker Street, London, W.1, have introduced a new powder (illustrated below), the presentation of which is unusual. The box is of imitation leather, and



has a metal rim ; the shades are easily seen by the customer through a covering of transparent material, a feature greatly appreciated at the counter.

Papier Poudré, Ltd.,

46 Baker Street, London, W.1, have sent us their latest novelties for Easter and summer trade. These include a smart lipstick in two modern shades (dark rose and tango), put up in a case about 1¼ in. long, and supplied twelve on a card ; soap leaves (perfumed) of a size convenient for the handbag or pocket ; and perfumed nail polish in the form of a book of leaves, with directions. We notice that bath cubes in the popular Cottage Garden series are sent out in cellophane-wrapped packets of six, single or assorted perfume ; and that a travelling beauty outfit, comprising Papier Poudré, nail polish and soap leaves, is supplied in an envelope at a remarkably low price.

Potter & Clarke, Ltd.,

60-64 Artillery Lane, London, E.1, are specialists in the production of attractive and artistic pot pourri jars ; this year's models are up to the usual high standard. No. 9a (canopy pattern) is a jar of particular elegance ; it is a striking piece of Japanese art filled with choice pot pourri of sweetly perfumed flowers. No less attractive although more popularly priced are models No. 1 and No. 3 ; each jar is packed for sale in a stout, well-finished cardboard box of modern design. With regard to stocks Messrs. Potter & Clarke inform us that the lines will not be ready until July. We have received also samples of Potter's slippery elm shaving soap and examples from the range of Arnaud's perfumery. The former, as the name implies, embodies *Ulmus fulva*; the sticks are enclosed in containers of moulded material, refills (packed in cartons) being available.

Saville Perfumery, Ltd.,

Junction Laboratories, Watford, have sent for our inspection two new display stands for June perfumery. The model shown in our illustration below has for a background a gold-coloured trellis decorated with a profusion of red flowers ; this scheme contrasts well with the light and dark greens of the stand. The front panel is used to illustrate June powder, the prices being effectively placed



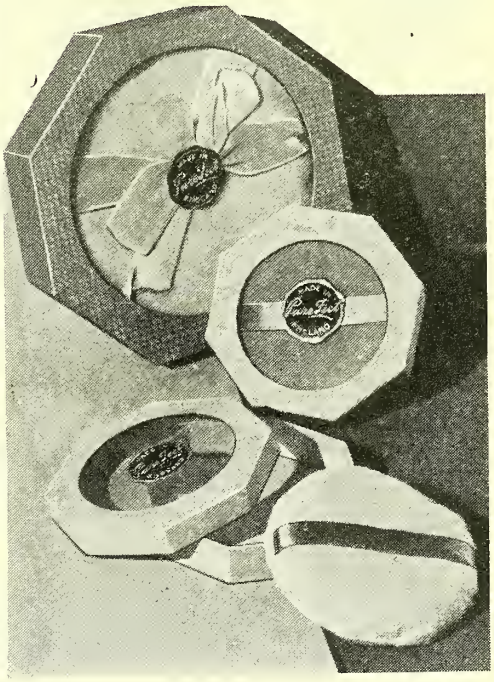
at the sides. The side panels announce the price of the new size of June powder, and the display is completed by a giant box of powder placed in the centre with a smaller box on each side. The second stand has for a background a large reproduction of the familiar June garden scene, the figure of the lady being cut out and placed in front. Both stands are easy to erect. Particulars of a special bonus offer will be found in our advertisement pages.

Roger & Gallet (London), Ltd.,

Lechmere Road, Willesden Green, London, N.W.2, is a name which is synonymous with quality, for their toilet preparations are compounded to a standard—not down to a price. As an example of this, the eau de Cologne J.M.F. may be cited. Many well-known products are



A RANGE OF TOILET PRODUCTS SUPPLIED BY SCOTT & BOWNE, LTD.—Left.





EXAMPLES OF PUFFS, SACHET AND TRAVELLING COMPANIONS BY THE FENTON MANUFACTURING CO.



now made with industrial alcohol, but Messrs. Roger & Gallet are convinced, as are many connoisseurs of such articles, that there is no equivalent of rectified spirit.



Other of the company's products include face powders and soaps, all of which can be recommended with the knowledge that the user will be delighted with them.

Scott & Bowne, Ltd.,

10 and 11 Stonecutter Street, London, E.C.4, have a new J. B. Williams Co. line, consisting of the original shaving soap packed in a Bakelite container. Refills are available. Khasana preparations are being advertised on a national scale ; this series, which includes Blush cream (in more than one pack) and lipsticks, is provided with an attractive counter case for display purposes.

Solport Brothers, Ltd.,

184-192 Goswell Road, London, E.C.1, send us samples of the new Tribo emery boards and nail polishers of which they are the distributors. These are attractive lines, the abrasive surface or the polishing leather (both replaceable) being kept taut by means of a spring steel bow which gives just the right flexibility. Each is neatly cartoned, one dozen in a display outer, and refill cartons



for either the emery board or polisher are supplied. At the low retail price these lines should prove to be rapid sellers. The Tribo nail polisher is also offered in a large size with a 6-in. polishing surface. This is, of course, a much more useful and indeed a professional appliance with an unrustable chromium-steel bow, and a rubber-covered grip for the fingers.

Tokalon, Ltd.,

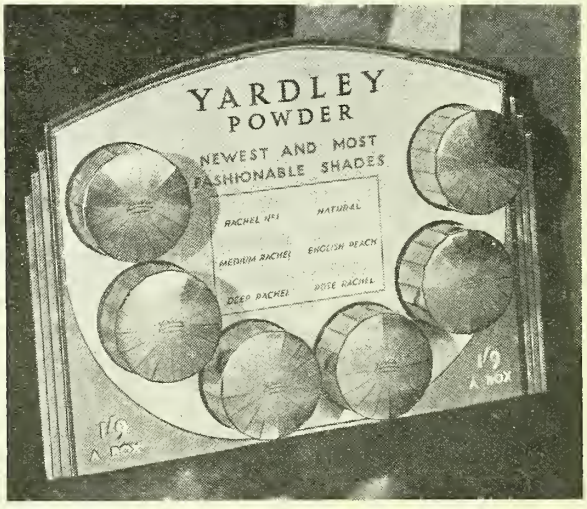
Chase Road, London, N.W.10, send us interesting details of their recently introduced Kappa series, which includes perfume, compacts (in seven shades) and a sunproof cream. The perfume was photographed for our issue of September 24, 1932 ; the compacts and cream are now shown in one of our illustrations. Show material in various colours is obtainable for the sunproof cream.

Yardley & Co., Ltd.,

Pollen House, Cork Street, London, W.1, are engaged in a considerable advertising campaign for Yardley powder, featuring Orchis, and the new shade of Yardley powder—



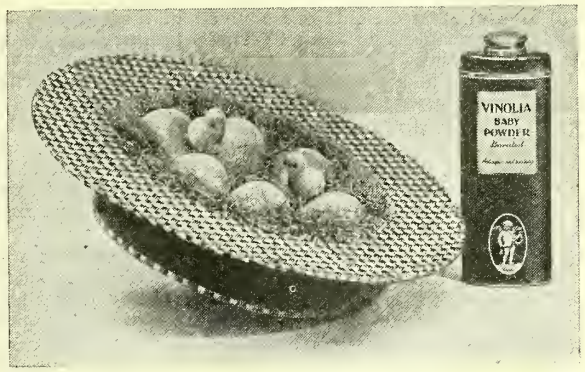
English peach. The poster illustrated herewith is printed in full colours for prominent display on the principal railway stations throughout the country. We illustrate also one of the new Yardley powder display stands.



With regard to general sales policy Messrs. Yardley stress their determination to maintain prices, and have recently, we understand, closed accounts of suppliers where their products have been traced to price-cutters.

Vinolia, Ltd.,

Bebington, Cheshire, have sent us a specimen of the new pack of their Vinolia baby powder, an illustration of which appears below. Attention has previously been called in the *C. & D.* (February 11, p. 146) to the excellent selection of soap novelties for Easter trade which Messrs. Vinolia are offering. Another example from their range is also shown in the photograph. The company has brought out some highly attractive Easter showcards, which will be sent to chemists on request.



R. V. Wagner,

33 Brooke Street, Holborn, London, E.C.1, has sent for our inspection samples of Ideal Dorient, a powder cream neatly packed in tubes. This product is available in a series of eight shades. The comprehensive range of toilet preparations supplied by Messrs. Wagner includes pamplemousse (grape fruit) cream, lettuce leaf cream, massage cream, skin food, lotions, dry and wet shampoos, powders, depilatories and manicure preparations.

Trade Notes

BONUS SCHEME.—Scott & Turner, Ltd., Gallowgate, Newcastle-on-Tyne, are arranging a bonus scheme in connection with Andrews Liver Salt. The offer remains open until April 29.

SIX-EXPOSURE ROLL FILMS.—Photo Trading Co., Ltd., Change Alley, Sheffield, make an announcement elsewhere in this issue of interest to photographic dealers, particularly those who have automatic machines.

Two important London importers of senna have joined forces in a public advertising campaign to remind the public of the value of senna pods. An announcement regarding this appears on the front cover of this issue.

EVERITE FEEDER CO., 3 Cloak Lane, London, E.C.4, are issuing an informative showcard calling attention to the facility with which the flow of food from a feeding bottle can be instantly regulated by means of their Everite feeder.

COD-LIVER OIL.—Freudentheil, Smith & Co., 21 Mincing Lane, London, E.C.3, have sent us a sample of the new season's (1933) Lofoten medicinal cod-liver oil, which has just arrived from their Norwegian principals, Messrs. Brodr Aarsaether A/S. We find this oil the usual good pale sweet quality, and quite up to their usual high standard.

GLUCOSE.—Extensive advertising in the lay and medical Press is being undertaken to call attention to the value of glucose. In their advertisement in this issue Corn Products Co., Ltd., Bush House, London, W.C.2, incorporate an application form for chemists to obtain samples of Karo (a glucose product for infant feeding) and Dextrosol (powdered glucose).

FISH LIVER EXTRACT.—Glaxo Laboratories, 56 Osnaburgh Street, London, N.W.1, have placed on the market under the name of Filivex a fish liver extract in powder and liquid form. Clinical tests in Aberdeen, Edinburgh, Manchester and elsewhere prove that these fish liver extracts have an extraordinary hæmopoietic potency, and act at least as promptly as preparations of mammalian liver. The cost of the Filivex preparations is very much lower than that of preparations of mammalian liver, in fact the saving in an average case would amount to several pounds a year.

BUSINESS INVESTIGATIONAL TOUR.—We have received from West End Agencies, 53 Haymarket, London, S.W.1, the following itinerary of the proposed tour of chemists to Germany and Switzerland. Leave London, April 8, at 8.30 p.m., provincial passengers can join at Harwich. Arrive Basle, April 9 (evening) by Rheingold "train de luxe." April 10 (morning), visit the factory of Hoffmann-La Roche at Basle, lunch in Basle. Afternoon, visit to another Hoffmann-La Roche factory at Grenzach. From Basle to Freiburg by motor coach. April 11, Freiburg to Heidelberg through the Black Forest by motor coach. Luncheon at Baden-Baden. April 12, sight-seeing at Heidelberg; on by motor coach along the Rhine to Cologne. Lunch and tea en route. April 13, visit to Bayer's factory at Cologne. Gala luncheon and special cinema show. Tour of Cologne and gala dinner in the evening. April 14, leave Cologne in the morning, arrive London in the evening. Programme of Easter extension in Germany and France, together with full particulars of this tour, on application.

Business Changes

MR. W. J. LINEHAN, Ph.C., has opened a pharmacy at 63 Divis Street, Belfast.

MR. HARRY TAYLOR, chemist and druggist, 35 Moor Lane, Clitheroe, has opened a branch at 8 Bridge Road, Chatburn.

MR. LOGIE WILSON, chemist and druggist, has acquired the business of Robert Gordon & Son, chemists, Inverafton, New Cumnock.

MR. G. D. RAMSAY, chemist and druggist, has purchased the business of the late Mr. C. E. Dallow, chemist and druggist, 352 Monument Road, Birmingham.

MR. G. H. INGALL, J.P., and MR. R. W. RUTLEDGE, F.C.A., have joined the board of directors of Blackwell, Hayes & Co., Ltd., manufacturing chemists, 54-58 Moor Street and Albert Street, Birmingham.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," March 8, 1933.)

"TI-TROL"; for an antiseptic essential oil (3). By Australian Essential Oils, Ltd., 115 Pitt Street, Sydney, Australia. 532,409.

"DETOXON"; for a detoxifying medicine (3). By Johann A. Wülfing, 231 Friedrichstrasse, Berlin, SW.68. 534,227. (Associated.)

"THERM-O-LIN" on upright label design; for a liniment (3). By Carter Bros., 45 Valley Road, Shipley. 535,796. (Associated.)

"CASEPHRIN"; for medicinal chemicals (3). By May & Baker, Ltd., Church Road, Battersea, S.W.11. 537,902.

"ASTHMORENAN"; for medicinal chemicals (3). By Dr. Ernst Silten, Karlstrasse 20A, Berlin, N.W.6. 536,870.

"OLEATONE"; for preparations for the teeth and hair (48). By H. S. Warden, 68 Blandford Street, London, W.1. 537,728.

The Taxation of Medicines

IT is a long distance from 1812 to 1933, yet the Medicine Stamp Act of the earlier date is still the law of the land, even though changes of many descriptions have taken place in the meantime. When the first Medicine Stamp Act, that of 1783, was introduced, the exchequer was in desperate straits for money, and something had to be done to raise additional revenue. The Chancellor of the Exchequer said on that occasion: "Quack medicines, I think, are very proper objects of taxation, and I believe the House will be surprised at the sum which I have good grounds for thinking that a tax on them will produce. First, I shall require all persons who sell medicines and who were not regularly bred to the profession of doctors, etc., to take out a licence, and this being done there will be a duty of 8 per cent. laid on the medicine, which, I believe, will produce annually £15,000." As a result of this original Act, all persons, except those who had "served a regular apprenticeship to a surgeon, apothecary, druggist or chymist," who uttered or vended medicines were obliged to take out a licence for that purpose. Alterations were made by various Acts until eventually the 1812 Act repealed the earlier ones, mentioned a list of 550 articles that were to bear a medicine stamp, and dealt with other matters. It was not until 1903, as a result of the Farmer v. Glyn-Jones case, that "known, admitted and approved remedies" were exempt so far as chemists and those who had served a regular indentured apprenticeship were concerned. Much earlier this had been mentioned in a case, but from 1903 it became a recognised thing.

We are living in days when the Treasury again needs to find further methods of raising revenue. During recent years the scope of the "known, admitted and approved remedies" exemption has been considerably widened; and not only the retailer, who has all along been entitled to the benefit, but manufacturers, who in all probability are not registered under the Poisons and Pharmacy Act of 1908, nor have a qualified director who has served an indentured apprenticeship, are taking advantage of it. The loss in revenue in recent years has been enormous in spite of the fact that there is a great increase in the number of patent-medicine licence holders. Many suggestions are being canvassed, which may or may not receive official recognition. Rumour is busy, and among the things one hears is that the existing Acts are bound to be repealed and a new Act will be introduced. Whether the new Act will be on the lines of the advertisement tax which is in use on the Continent, or will impose a tax on all advertised remedies, or will even go further and make taxable all articles which are exposed for sale bearing a registered trade mark (medicinal or otherwise), is on the knees of the gods.

Current Suggestions

A suggestion has been made in certain quarters that there should be an adequate licence fee, not a mere 5s. fee as at present. Such a fee, it is thought, might be as high as £2 2s. Suggestions have also been made that whereas the original stamp duty was intended to be 8 per cent., a much smaller percentage should be imposed on all articles where it applies, which should be in direct relationship to the face value. If such provisions are incorporated into the new Act, it is possible that protected prices will be included, and that the face value of the article will be the actual selling price. If the existing Acts are repealed, it is likely that an attempt will be made to impose a tax on all medicines, including entire drugs, artificial mineral waters, asthma cures, tonic foods, and anything which is held out as a cure or remedy for a human ailment. If these articles are called by the name of a "brand," or a trade mark is used, or anything indicating proprietary right in the article, they would also come within the scope of such a Bill.

On the other hand, suggestions have been made that will restore the *status quo* so far as the Act is concerned. These include a stamp duty of 2d. in the shilling, with 1s. as the minimum, that is, a 6d. article would have to bear a 2d. stamp. The suggestions are to the effect that a preparation should be liable to duty:—

(*a*) If proprietary rights are claimed in the formula or method of manufacture. These proprietary rights can be claimed either in an advertisement, or by the use of the apostrophe, or even by the statement "manufactured only by" just as at present.

(*b*) If the preparation is claimed by any handbill, label, or advertisement holding out the preparation as a nostrum, proprietary medicine, or specific, or recommending it as beneficial for the prevention, cure, or relief of any distemper, malady, or ailment affecting the human body.

(*c*) If the preparation purports to be manufactured according to the formula of an article which is dutiable, or if it is advertised as being sold or offered for sale in avowed competition with a dutiable article.

(*d*) If the preparation is described or known by any name, title or designation, trade mark or brand which in the opinion of the Commissioners clearly identifies it with an article which is or has at any time been subject to a patent-medicine stamp.

(*e*) If any claim is made, rightly or otherwise, to any secret in the preparation.

The above would be in keeping with the original idea underlying the Act, and would do away with many anomalies which exist at the present time. Supposing an article is nothing but an entire drug, it is possible that the authorities would say that was not a ground for exemption from duty which would otherwise be incurred. This would leave "known, admitted and approved remedies," which should be actually what they pretend to be, an exemption for the retail trade and those who have served a regular indentured apprenticeship, or it might even be only for registered chemists. In addition, medicines required by medical men and chemists for dispensing purposes, or for similar uses, but not for sale, would also be exempt.

It is certain that whatever Bill comes forward will be met with the closest possible scrutiny, and the retail chemist will fight hard to protect the privileges which he has so long enjoyed, which by virtue of his training and qualification he is entitled to enjoy. If a comprehensive Bill is introduced which allows no such exemptions, the retail chemist will find his business seriously hampered. A large number of the articles he sells would come under the purview of such a measure, and would make an additional tax on the most regulated and taxed trade in this country. A further view has been put forward that a sales tax should be introduced, which would be a tax on all things that are sold, as in Australia, France and many other countries at the present time. This does not apply merely to medicinal articles, nor to the drug trade, but to all trades, and this would make a large addition to the revenue, at the same time being fairly carried by everybody. It is unfortunate that the medicines of the people, instead of the luxuries of the few, should always be considered a suitable subject for raising revenue.

EVERYONE DOES NOT SEE THIS JOKE.—A good story is attributed to Dr. R. H. Pickard, president of the Society of Chemical Industry, in the "Birmingham Mail." He was at a dinner at Glasgow recently, he said, to do honour to the memory of Sir William Ramsay. "The lady sitting next to me asked, 'Who was he and what did he do?' It is not easy to explain to a lady, with no chemical knowledge, exactly what Ramsay did. Then I had a brain wave. I said, 'Sir William was first of all a Scotsman, and lived in Glasgow for a time.' 'Quite so, but what did he do?' asked the woman, with a suggestion of impatience." Dr. Pickard replied: "Well, he was the man who put the colours into the lights in Piccadilly Circus." "Ah, that's it," answered the woman, quite pleased. "I know now why they call Piccadilly Circus the Scotsman's Cinema!"

Marriages

DRABBLE—GLEDHILL.—Recently, Joseph M. Drabble, chemist and druggist (George Squire, Ltd., chemists, Sheffield), to Olive M. Gledhill.

MCELHILL—HOEY.—At St. Joseph's Church, Carrickmacross, recently, Lawrence McElhill to Kathleen M. Hoey, L.P.S.I.

Deaths

ANDERSON.—At 29 Melville Street, Pollokshields, Glasgow, on March 7, Mr. James Anderson, chemist and druggist. Mr. Anderson qualified in 1903.

DUTTON.—At the Royal Infirmary, Liverpool, on February 18, Mr. Hugh Odard Dutton, Ph.C., 2 King Street, Rock Ferry, Birkenhead, aged seventy-five. Mr. Dutton's father had a high-class business in Hamilton Square, Birkenhead, for a long period, and was well known. His son followed in the family tradition and opened a pharmacy at 2 King Street, Rock Ferry, somewhat in the nature of a branch of the older business. He represented the school of pharmacists who made their own preparations. Mr. Dutton educated his younger brother, who became a doctor specialising in tropical diseases and was an assistant of the late Sir Ronald Ross. Another brother of Mr. Dutton is a solicitor. A friend of his described Mr. Dutton as "a real gentleman." He did invaluable work on behalf of pharmacy, especially in connection with the Liverpool Chemists' Price List, although in the last few years he had retired somewhat from active participation in pharmaceutical affairs. He was a bachelor and fond of gardening; and his pharmacy, which stands a little way back off the road, could well be described as "a pharmacy in a garden."

HENDERSON.—At Perth, Western Australia, on March 13, Mr. David James Henderson, chemist and druggist. Mr. Henderson, who was born in Berwickshire, carried on business at Carnoustie for thirty-five years, and was prominently associated with the sporting life of the town. About nine years ago he disposed of his business for health reasons and went to Australia. He is survived by a son and a daughter.

LEWIS.—At his residence, 77 Warren Road, Wanstead, on March 12, suddenly, Mr. A. H. Lewis, aged seventy-one. Mr. Lewis had successfully represented Ford, Shapland & Co., Ltd., chemists' and general printers, for over forty years, and had given them altogether more than fifty years' service. He endeared himself to every one by his happy disposition and cheery outlook. He will be greatly missed.

PARK.—On March 11, Mr. Charles James Park, Ph.C., 23 Mutley Plain, Plymouth, aged seventy-seven. Mr. Park had been in indifferent health for some months but made a partial recovery, and on the Wednesday before his death was sufficiently well to attend to private business. The youngest son of Fleet Engineer G. Park, R.N., Mr. Park was born at Charlton, Kent, and went to Plymouth as a boy when his father was appointed to the local naval staff. He commenced business at Mutley Plain in 1880. For some years he was a member of the Council of the Pharmaceutical Society; he also served as president of the Plymouth, Devonport and District Chemists' Association, and was chairman of the Local Committee at the Plymouth meeting of the British Pharmaceutical Conference in 1899. In his earlier days Mr. Park was fond of sport, in many forms of which he excelled, and he played tennis until quite recently. His principal recreations, however, were angling and walking. Mr. Park was a keen Freemason, and in 1898 he filled the office of W.M. of Harmony Lodge, No. 156. He is survived by a widow, a son and two daughters.

RENOUF.—In Jersey, recently, Mr. John Renouf (Renoufs, Ltd., chemists, Burrard Street, St. Helier) aged seventy-four.

STILING.—At 4 Courtenay Street, Newton Abbot, on March 12, Mr. John Edward Stiling, chemist and druggist, aged seventy-nine. Mr. Stiling qualified in 1874. and after spending some years with John Bell & Co., Oxford Street, London, W.1, purchased the late Mr. Poulton's business at Newton Abbot in 1884.

Personalities

MR. W. H. COX, who represents Burgoyne, Burbidges & Co., Ltd., manufacturing chemists, East Ham, London, E.6, in the Channel Islands and certain London districts, has now fully recovered from his recent illness and has commenced work again.

MR. PARKIN S. BOOTH, F.L.A.A., F.I.S.A., accountant to the Association of Manufacturing Chemists, Ltd., has been elected president of the Wallasey (Cheshire) Cricket Club. Mr. Booth has been a member of the club for twenty-eight years, occupying the position of hon. secretary for over ten years, and was afterwards captain of the club for three years.

THE installation meeting of the Isma Masonic Lodge No. 5009 was held at the Café Royal, Regent Street, London, W.1, on March 9. W. Bro. Thomas Marns, the installing master, was presented with a past-master's jewel and collar from the brethren of the lodge as a token of appreciation of his services during the past year. Among the officers for the coming year who are connected with the drug trade are: W. Bro. G. B. Thompson (W.M.), Bros. H. J. Kraushaar (J.W.), E. S. Baynes (J.D.), and W. H. Thomas (Steward).

PROFESSOR JOCELYN FIELD THORPE, C.B.E., D.Sc., F.R.S., the new president of the Institute of Chemistry, has a distinguished record in research and in administration. He was elected a Research Fellow of Owens College in 1895, and was on the staff of the Victoria University, Manchester, till 1910. He has also served on the Advisory Council of the Department of Scientific and Industrial Research and on the Council of the Royal Society. Professor Thorpe has been an active member of Council of the Institute of Chemistry for several years, and held office as president of the Chemical Society in 1929-31.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Tuesday, March 21

Birmingham Pharmaceutical Association, Grand Hotel, at 8.30 p.m. P.A.T.A. meeting. Mr. H. E. Chapman (secretary of the P.A.T.A.) on "The P.A.T.A.—its New Constitution and Rules."

Wednesday, March 22

Liverpool Chemists' Association and Liverpool and District Branch of the Pharmaceutical Society, Royal Institution, Colquitt Street, at 8 p.m. Mr G. R. Boyes, B.Sc., F.I.C., Ph.C., on "Recent Additions to Materia Medica."

Thursday, March 23

Manchester Pharmaceutical Association, Junior Branch, Victoria Hotel. Social evening; table tennis competition and cards.

North-East and East London Pharmaceutical Association, St. John's Institute, Urswick Road, Hackney, at 3 p.m. Business meeting.

Pharmaceutical Society of Great Britain, Bath and District Branch. End of season dance and social evening.

Pharmaceutical Society of Great Britain, Nottingham and District Branch, County Hotel. Annual dinner.

Western (London) Pharmacists' Association and West London Branch of the Pharmaceutical Society, Criterion Restaurant, Piccadilly Circus, London, W.1, at 8 p.m. Annual supper and dance. Tickets 8s. 6d. each.

Telegrams: "Aioleine Sedist, London."



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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

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E/803. Anoral
W/143. Macbar or Maebar for cattle feeding
M/133. Lactogran
O/803. Prasticien
N/133. Rogers' massage brush
H/133. Vitalint

THE
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Going Out for Business

KEEN observers of pharmacy and of pharmacists are expressing the conviction that the calling and those that practise it are in danger of a condition of stalemate; there are not wanting signs that its leaders lack faith in its ultimate triumph over the difficulties that undoubtedly beset it. They lack vision, it is held, and where there is no vision the end is usually not far away. Wide and clear vision is not usually the possession of the average pharmacist. His calling does not lend itself to long vistas. He is essentially a man of detail, concerned with his grains and drachms. Usually his thinking is done for him; he is at the mercy of his leaders, and whether they are at Bloomsbury Square or Queen Square makes little difference in the long run. He does as he is told; like the average Englishman, he occasionally grumbles or calls a meeting and gets resolutions passed, then settles down again to another spell of inactivity and inarticulate rumination. Why cannot pharmacists see whither the craft is drifting, if drifting it is? Possibly because the pharmacist of the rank and file has generally not made up his mind where he is in the complex structure of business and social life. Is he a professional man? Is he a tradesman? If he is neither, what is he? It is upon the way in which he replies to these questions that his success depends. A modern dictionary definition of a profession is: "An occupation that properly involves a liberal education or its equivalent and mental rather than manual labour." And the definition of a trade is: "A business, particularly a skilled or specialised handicraft." It is as he classes himself under either of these two definitions that he makes a success in either; when he tries to function both as a professional man and as a tradesman, he makes a success of neither. We believe that there is a future for the professional pharmacist and also for the business pharmacist; there is not much of a future for those pharmacists who are trying to be both.

Men of Business Needed

The urgent need to-day is for pharmacists who are, first and foremost, men of business. The average pharmacist is not a business man. The training given to-day to 90 per cent. of apprentices is no training at all. They usually drift through the requisite number of hours required by the Regulations of the Pharmaceutical Society; they use preparations bought from the wholesale houses; they rarely make a galenical, and even the simplest solutions are purchased. There is no time to absorb the commonest principles of business routine; they can ring up the cash till and deposit therein the money they take from customers, and with this their "training" often ends. Is it to be wondered at that at the end of three years—the average time of pupilage—they go forth as juniors with a stock of very nebulous ideas about their craft and very few, if any, clear-cut principles about buying and selling, profit margins, how to construct a balance sheet and the like? In the fullness of time they pass their Qualifying examination and, if they have means of their own, buy a business or start one; by and by, when they want cheap labour, they take a pupil who, in turn, goes through a similar training to that given to his employer. Is there any reason why pharmacists as a class should not be equal to grocers as a class in business instincts? The average grocer's assistant has a keenness to get business, to sell his goods, either in the shop or at the house of his customer, which is practically never found in the ordinary chemist's assistant. We do not blame the assistant. It is the system in which he is entangled which is to blame, and this is the result of the muddled thinking and muddled teaching of many of our leaders, perhaps the majority of them, in the past.

Seeking Trade

Professionalism may well be left, in this age, to bachelors of pharmacy: of more use to chemists in business are sound commercial principles and methods. At the risk of tediousness, a few of these principles and methods may be set down. Good profits may equitably be obtained on slow-moving goods, smaller profits on those that move quickly. Cutting has never yet made satisfactory profits, but it has landed many men in bankruptcy. We need to go out for business and, if necessary, to go round for it (as the grocer does). We should watch for the initiation and development of new movements—for instance, the spread of poultry keeping. The giving of credit should be avoided wherever it can be. There is no need to be afraid of multiple shops: the private chemist has his personal touch with customers. And finally, facts must be faced squarely.

The Misuse of the Word "Drug"

THE editorial article entitled "The Misuse of the Word 'Drug,'" which appeared in our issue of February 4 (p. 123), has brought an interesting letter from the secretary of the National Drug Trade Conference of the United States, a body comprising delegates from nine representative organisations, including the American Pharmaceutical Association and the National Wholesale Druggists' Association. With the letter is enclosed a copy of a bulletin sent out by the Conference last year, drawing the attention of those responsible for the publication of United States newspapers and magazines to this important matter. After setting forth the journalistic inaccuracy of which complaint is made, the manifesto continues:—

"A drug is defined in the National Food and Drugs Act as an article used for the purpose of curing, mitigating or preventing disease in man or other animal. Drugs are handled by over 60,000 retail druggists, who play a most important part in the health and economy of the people; by over 500 wholesale druggists; by several hundred manufacturing druggists—all of whom are by inference harmed when the word 'drug' is used to designate that particular class of drugs known as 'narcotics' or 'dope.' . . . Can't you—and won't you—try to right this inadvertent wrong by asking men who write news or headlines to differentiate between 'drug' and 'narcotic' or 'dope'?"

We are interested to learn that this step has been taken by so representative a body. A resolution on the same lines passed by corresponding organisations in this and other English-speaking countries might be of advantage in more than one way.

Pharmacy and Poisons Bill

In the House of Lords

The following is the text of the official report (unrevised) of the proceedings in the Committee stage of the Pharmacy and Poisons Bill in the House of Lords on March 14.

[The EARL OF ONSLOW in the Chair.]

Clauses 1 to 8 agreed to.

Clause 9: *Conditions to be fulfilled by body corporate in order to become authorised seller of poisons. . . .*

9.—. . . (3) A body corporate which is entitled by virtue of the last foregoing subsection to use certain descriptions as therein provided may, if it is a private company within the meaning of the Companies Act, 1929, and every director of the company is a pharmaceutical chemist, also use the description of pharmaceutical chemist or of pharmacist. . . .

LORD COZENS-HARDY moved to leave out subsection (3). The noble Lord said: When a similar Bill was before your Lordships on a previous occasion the noble Lord who was then in charge of the Bill accepted an Amendment from me in the terms of this subsection, but, for reasons which have come to my notice since then, I think that the case which this subsection was intended to meet does not in practice ever arise. I understand also there is a considerable doubt whether the subsection would not be abused, and I therefore beg to move that it be deleted.

Amendment moved—

Page 8, line 8, leave out subsection (3).—(*Lord Cozens-Hardy.*)

THE EARL OF LUCAN: As the noble Lord has said this subsection was put into the Bill in 1931 on his motion, but the conditions to which it applies (that every director of a private company should be a pharmaceutical chemist) are very unlikely to arise in practice and there is no reason why it should not be dropped. I understand that the Pharmaceutical Society are anxious that it should be dropped. Therefore I will accept the noble Lord's Amendment.

On Question, Amendment agreed to.

Clause 9, as amended, agreed to.

Clauses 10 to 22 agreed to.

Clause 23:

Power of Secretary of State to make rules.

23.—(1) The Secretary of State may, after consultation with or on the recommendation of the Poisons Board, make rules with respect to any of the following matters or for any of the following purposes:

(*a*) the manufacture of pharmaceutical preparations containing poisons:

(*b*) the sale, whether wholesale or retail, or the supply of poisons, by or to any persons or classes of persons and in particular but without prejudice to the generality of the foregoing provisions—

(i) for regulating or restricting the sale or supply of poisons by persons whose names are entered in a local authority's list and for prohibiting the sale of any specified poison or class of poisons by any class of such persons; and . . .

(*c*) the storage, transport and labelling of poisons:

(*d*) the containers in which poisons may be sold or supplied:

(*e*) the addition to poisons of specified ingredients for the purpose of rendering them readily distinguishable as poisons: . . .

(*i*) for requiring persons in control of the manufacture of pharmaceutical preparations containing poisons to be registered pharmacists or persons possessing the prescribed qualification in chemistry: . . .

THE EARL OF LUCAN moved to add to the clause:

"(3) The Secretary of State may issue to the Poisons Board a direction that the power of the Board to make recommendations as to the making of rules with respect to the matters or for the purposes specified in paragraphs (*a*), (*b*) (i), (*c*), (*d*), (*e*) and (*i*) of subsection (1) of this section shall not be exercised except after consultation with such body of persons as is specified in the direction, being a body which is, in his opinion, representative of persons engaged in the manufacture of poisons or preparations containing poisons, and the Board shall comply with any such direction.

The Secretary of State may, from time to time, revoke or vary any such direction, without prejudice to the issue of a new direction."

The noble Earl said: This Amendment is being moved as a result of representations which have been made to the effect that the rules which will be made under Clause 23 will in several respects be in regard to matters upon which manufacturers have obtained considerable experience and about which they are in a position to give valuable advice. It has always been to the interest of responsible manufacturers of poisons to ensure that their products should not be misused or cause damage, and they have therefore given considerable thought to such questions as, for instance, the labelling of poisons and the containers in which poisons may be supplied. Their advice will be useful, too, on the question of the practicability of adding to poisons specific ingredients for the purpose of rendering them readily distinguishable as poisons. It is manifestly desirable that the advice of manufacturers should be obtained by the Poisons Board on such points, and the Amendment is moved to give statutory recognition to the principle.

Amendment moved—

Page 23, line 22, at end insert the said new subsection.—(*The Earl of Lucan.*)

On Question, Amendment agreed to.

Clause 23, as amended, agreed to.

Remaining clauses agreed to.

First Schedule:

FIRST SCHEDULE

Proceedings of the Statutory Committee. . . .

3. The Statutory Committee may make regulations as to the procedure to be followed by them in exercising the jurisdiction conferred on them . . .

VISCOUNT BERTIE OF THAME moved, in paragraph 3, to omit the first "them" and to insert "it." The noble Viscount said: In reading this Bill I noticed with great pleasure that "Committee" was treated in the singular. My delight, however, was not very long lived, for when I came to the First Schedule I found it had slipped back into the plural. I do not think that is very neat, and for that reason I beg to move the Amendment standing in my name.

Amendment moved—

Page 31, line 24, leave out ("them") and insert ("it").—(*Viscount Bertie of Thame.*)

[After a brief discussion.]

On Question, Amendment agreed to.

VISCOUNT BERTIE OF THAME: I have two other Amendments on the Paper which are consequential. I beg to move.

Amendments moved—

Page 31, line 25, leave out ("them") and insert ("it").

line 31, leave out ("them") and insert ("it").—(*Viscount Bertie of Thame.*)

On Question, Amendments agreed to.

First Schedule, as amended, agreed to.

Remaining Schedules agreed to.

ROYAL BOTANIC GARDENS, KEW.—Appendix II, 1932, of the "Bulletin of Miscellaneous Information" of the Royal Botanic Gardens, Kew (Stationery Office; 1s. 6d.), reviews the work done at the Gardens during the past year.

DISCOVERY OF A NEW POISONS SCHEDULE.—"In Schedule B of the Dangerous Drugs Act there is an enormous list of preparations, which the chemist may supply, providing he knows the customer, who must be willing to sign the poison register."—From a contributed article in "The Daily Express."

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, March 16

With but very little alteration in the exchange value of the American dollar, at least so far, the markets as a whole are steadier and have undergone no wide movements in value. Business has been none too good, but some of the lesser important natural products are moving fairly well and there has been a certain liveliness in the Japanese markets. In the pharmaceutical markets a very drastic reduction is notified in the Convention prices for quinine salts, with sulphate down by eightpence and the other salts accordingly. Ferri quinine citrate is also quoted cheaper. Iodides, with crude iodine back on a dollar basis, bismuth salts and mercurials are all unchanged and quite steady. Sulphonal and methyl sulphonal are steadier. In crude drugs business has remained slow and difficult, although the majority of the shipment markets tend to move up, and in the main spot stocks are unusually low. The offerings at this week's auction were less than usual, but the demand much better. The shipment market for buchu tends firmer. Agar-agar is again slightly dearer at origin. Norwegian cod-liver oil is rather cheaper for new oil for shipment. Menthol has been receiving a little more attention and is dearer forward. In essential oils the amount of business is fair with keen prices quoted for most of the general oils. Anise (star) for shipment is fractionally dearer. Brazilian bois de rose is a little steadier. Java citronella is steadier forward, while the Ceylon product is firm and short on spot and rather easier forward. The call for Bourbon geranium is not much, but the market is steady for first-grade oil. French lavender tends to be easier for the best brands. Sicilian lemon for shipment is being cut for the limited business on the market ; their sweet orange is dull on account of the low selling prices of French colonial. Lemongrass is a little easier. Palmarosa and patchouli are slightly cheaper on spot. Japanese peppermint is keeping well up on spot and forward is dearer, with more inquiry on the market. Petitgrain is a trifle down on the week. Spearmint tends dearer. Industrial chemicals are meeting with a restricted demand, but the markets are quite steady, with home makers doing most of the business.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	March 16	Value of the £
Amsterdam ...	Fl. to £	12·107	8·54	14/1¼
Berlin	Mks. to £	20·43	14·47½	14/2
Brussels	Belga to £	35	24·64½	14/1
Copenhagen ...	Kr. to £	18·159	22 7/16	24/8½
Lisbon	Esc. to £	110	110	20/–
Madrid	Ptas. to £	25·22½	40 11/16	32/3½
Milan	Lire to £	92·46	67⅛	14/6¼
Montreal	Dol. to £	4·86⅜	4·13½	16/11⅜
New York	Dol. to £	4·86⅜	3·45⅝	14/2½
Oslo	Kr. to £	18·159	19½	21/5⅜
Paris	Fr. to £	124·21	87 5/16	14/1¼
Prague	Kr. to £	164·25	116½	14/2
Stockholm ...	Kr. to £	18·159	18·90	20/9¾
Warsaw	Zloty to £	43·38	31	14/5
Zurich	Fr. to £	25·2215	17⅞	14/1¼

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

Business has been moderate for spot orders and the general tone continues steady. Caffeine is being cut on spot. The scale of prices for small lots of hydroquinone has been adjusted. Quinine salts have been drastically reduced and ferri quinine citrate is also cheaper.

Acetanilid.—Business is limited and mostly in small parcels: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

Amidopyrin.—There is still a fair margin between the limits of spot prices, market quiet: crystals, five cwt., 17s. 9d.; two cwt., 18s.; less than two cwt. up to 19s. per lb., with powder 2¼d. per lb. extra.

Ammonium ichthosulphonate.—A small business is reported with the market unchanged: one cwt., 1s. 6½d. in 14 lb. tins ; 1s. 8d. in 1 lb. tins ; 1s. 10d. in 8 oz. tins ; and 2s. per lb., in 4 oz. tins.

Aspirin.—A steady demand continues with dealers' and makers' prices maintained: home trade: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

Barbitone.—Some spot offers are under cost of replacement; business quieter: spot, one cwt., 11s.; 56 lb., 11s. 4d.; 14 lb., 11s. 9d.; small parcels, up to 12s. 4d. per lb.

Benzonaphthol.—Inquiry is only occasional: spot is quoted at about 3s. 2d. to 3s. 4d. per lb., as to quantity.

Benzoic acid (B.P.).—A fair business with the market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 1d. per lb., ex store, as to quantity.

Bismuth salts.—Makers' prices for these salts continue at former rates.

Bromides.—This market keeps quite steady with inquiry fairly satisfactory: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P. not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb. net, without engagement. Special prices for larger quantities.

Caffeine.—Keen competition has brought prices down to a lower level: pure alkaloid, 5s. to 5s. 6d. per lb.; citrate, 4s. 3d. to 4s. 8d. per lb., as to quantity.

Calcium lactate.—The market is steadier at the keen prices now quoted: spot, one cwt., 1s. 1d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

Chloral hydrate.—Makers' home trade scale of prices is unchanged: duty paid crystals, in 14 lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28 lb. jars one penny per lb. extra.

Citrates.—Makers' scale of prices is as follows:—

—	Not less than 7 lb.	Not less than 14 lb.	Not less than 28 lb.
Potassium B.P. ... ... per lb.	1/11	1/10	1/8
Sodium B.P. 1932 ... ... per lb.	2/–	1/11	1/9
Sodium B.P.C. 1911 ... ... per lb.	1/8	1/7	1/5
Iron and ammon. B.P. (brown) per lb.	2/1	2/–	1/10

Special prices for bulk quantities. Iron and ammon. citrate B.P. (green scales), 2s. 6d. per lb.

Citric acid (B.P. crystals).—Makers' quoted price for home trade is unchanged at 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are quoting at very keen prices.

Cream of tartar.—The quoted price for 99 to 100 per cent. material from makers is at last week's reduced figure of 82s. per cwt., less 2½ per cent., nominal and without engagement. Dealers' prices are about level.

Creosote carbonate.—Spot is quoted in the region of 8s. 2d. to 8s. 6d. per lb., as to quantity. Market is dull.

Ferri quinine citrate.—Makers' prices have been reduced, as follows:—

	Less than 100 oz. Per oz.	Less than 100 oz. Per oz.
100-oz. tins ...	9¼d.	—
25-oz. tins... ...	9½d.	9⅝d.
16-oz. bottles ...	9⅝d.	10¼d.
8- & 4-oz. bottles	10d.	10½d.
1-oz. bottles ...	11½d.	11⅝d.
½-oz. bottles ...	1/2¼	1/2⅜

Special prices for larger quantities.

Guaiacol carbonate.—Dealers are quoting spot from about 8s. 9d. to 9s. 6d. per lb., as to quantity.

Hexamine.—A steady inquiry continues to be received, with keen prices for quantities: free-running crystals, spot, ten

cwt., 2s. 2¼d.; two cwt., 2s. 3d.; one cwt., 2s. 4½d.; smaller quantities, up to 2s. 6d. per lb.

HYDROQUINONE.—The market is steady, with prices for small quantities amended, and there is a moderate inquiry: ten cwt., 5s. 7½d.; five cwt., 5s. 8¼d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10d.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d. per lb., carriage paid.

IODIDES.—Makers' prices for these salts continue at former rates.

LACTIC ACID (B.P.).—A little business is being done ; market keen: quantities in carboys, 1s. 5d. to 1s. 6d.; in winchesters, 1s. 7½d. to 1s. 9d. per lb., as to quantity.

MERCURIALS.—Makers' prices for these salts continue at former rates.

METHYL SALICYLATE (B.P.).—This market is fully steady, with business about average: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Prices quoted on spot vary to some extent ; business is restricted: two cwt., 19s. 4d.; one cwt., 19s. 10d.; 56 lb., 20s. 4d.; small parcels, 21s. 6d. per lb.

METOL.—The market is steady, but business is slow: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb. in 7-lb. tins, bottles extra. Wholesale distributors' prices for smaller quantities at higher rates.

MILK SUGAR.—There is a moderate inquiry for Continental: one ton, 53s. 6d.; ten cwt., 54s. 6d.; two cwt., 56s. per cwt., in two-cwt. cases.

PARAFORMALDEHYDE.—The market is quoted unchanged, with business rather quiet: 100 per cent. powder, quantities in kegs, 1s. 2½d.; smaller parcels, up to 1s. 6d. per lb.

PARALDEHYDE.—Prices quoted are keen, with business limited: quantities in demijohns, 1s. to 1s. 1d.; winchesters, 1s. 4d. per lb.; higher prices for small quantities.

PHENACETIN.—Rather more inquiry this week and the market is steady as quoted: crystals or powder, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; two cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

PHENAZONE.—There are some few cheap spot offers ; business has again been slow: crystals, ten cwt., 9s. 7d.; five cwt., 9s. 10d.; two cwt., 10s.; and less, 11s. per lb., with powder 2¼d. per lb. extra.

PHENOLPHTHALEIN.—This market is steady as quoted, but business is slow: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

POTASSIUM PERMANGANATE (B.P.).—Some small business is being done ; market steady: quantities in two-cwt. drums, 8¼d. to 8¾d.; druggists' parcels, 9d. to 10d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Business is slow, with dealers quoting from 5s. 9d. to 6s. 3d. per lb., as to quantity.

PYROGALLIC ACID.—Market is steady ; inquiry fair: 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

QUININE SALTS.—A sweeping reduction in the Convention prices of these salts is notified. The lower rates, operating from March 15, are as follows: sulphate, 1s. 9d.; hydrochloride, 2s. 2¼d.; bi-hydrochloride, 2s. 5¼d.; ethyl carbonate, 2s. 4d. per oz. for thousand oz. lots, carriage paid.

RESORCIN.—Foreign supplies available are offering from 5s. 6d. to 6s. 3d. per lb., as to quantity. English is quoted as follows: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

ROCHELLE SALTS.—Makers' scale of prices for sodium and potassium tartrates and seidlitz powder, for home trade, are steady as follows: powder, five cwt. and over, 77s. 6d.; less than five cwt., 80s.; less than one cwt., 82s. 6d. per cwt.; carriage paid, with crystals 2s. 6d. per cwt. extra. Pulv. seidlitz, five cwt. or over, 62s. 6d.; less than five cwt., 64s. 3d.; less than one cwt., 66s. 3d.; double seidlitz, five cwt. or over, 69s.; less than five cwt., 71s. 3d.; less than one cwt., 73s. 3d. per cwt., carriage paid. Quoted without engagement.

SALICYLIC ACID (B.P.).—Makers' scale of prices is unchanged: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

SALOL.—The quoted prices are unchanged ; market dull and rather easy: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 2d. per lb.; powder, 2d. per lb. extra.

SANTONIN.—Controlled prices are steady, with practically no second-hand material available: quoted from 125 dollars per kilog. for not less than 50 kilog., up to 162 dollars for not less than one kilog. Smaller quantities at higher prices.

SODIUM BENZOATE (B.P.).—The market is steady ; business moving in limited quantities. In bulk, 1s. 8½d.; smaller parcels, from 1s. 9d. per lb., for B.P. 1932 standard.

SODIUM DIETHYLBARBITURATE.—There is only a small demand ; market steady: spot, one cwt., 12s. 9d.; 56 lb., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 13s. 9d.; smaller parcels, up to 14s. per lb.

SODIUM SALICYLATE (B.P.).—This market continues very steady, with business about average: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals one penny per lb. extra.

SULPHONAL.—Dealers' spot prices are about steady, business is slow: crystals, two cwt., 15s. 10d.; one cwt., 16s. 5d.; 56 lb., 16s. 8d.; smaller parcels, up to 17s. 3d. per lb.; with powder, 2d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—British makers' quoted price is steady at about 10¾d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering at about the same figure.

THEOBROMINE.—Small business is being done at competitive prices: pure alkaloid, 5s. to 5s. 6d. per lb.; sodium salicylate, 5s. to 5s. 4d. per lb., as to quantity.

THYMOL.—Last week's lower prices for synthetic are maintained on quotation ; market is dull: synthetic, fine white, one cwt., 5s. 3d.; 56 lb., 5s. 4½d.; 28 lb., 5s. 6d.; 14 lb., 5s. 9d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

VANILLIN.—A moderate inquiry is being received and the market is about steady as quoted: 100 per cent., one ton 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.

Crude Drugs, etc.

A REPORT of the drug auction will be found at the end of the Trade Report.

AGAR AGAR.—Spot is steadier, with a little more doing. Shipment is again a fraction dearer and is steady; spot, Kobe No. 1, 2s. 3d.; No. 2, 2s. 1d.; Yokohama No. 1, 2s. 1d. per lb.; shipment, Kobe No. 1, 1s. 7¼d.; No. 2, 1s. 5½d.; Yokohama No. 1, 1s. 5½d. per lb., c.i.f.

ANTIMONY.—Market has been quiet; quoted unchanged. Chinese crude, spot, nominal ; shipment, £17 c.i.f. Chinese oxide, spot, £28; shipment, £21 10s., c.i.f.

BUCHU.—There is a fair amount of interest being shown in the shipment market for new crop. Reports are indefinite as to the actual figure, but there is a clear indication that the former value of 8½d. per lb. c.i.f. has been withdrawn and in its place there is a tentative suggestion of from 10¾d. and up to 1s. per lb. c.i.f., but there is no evidence of any business at these prices.

Shipments from the Union of South Africa during 1932 totalled 162,634 lb. valued at Waarde 3,489, compared with 197,426 lb., valued at Waarde 5,489 during 1931.

BURDOCK ROOT.—Dealers are offering spot supplies at about 45s. per cwt.

CAMPHOR.—Rather quiet again this week, but the market is steady: spot, slabs, 2s. 3d.; flowers, 2s. 3d.; tablets, 2s. 8d. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10d.; tablets, 2s. 1d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—Some spot supplies are quoted in small lots at about 7s. per lb.

CELERY SEEDS.—Prices are still dear, with small lots on spo· at 2s. per lb.

CLOVES.—The market is about steady, but business has been slow. Zanzibar, spot, 6¼d.; shipment, March-April, 5⅞d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended March 4 were 102 and the deliveries 252, leaving a stock of 1,539. From January 1 to date, landings of Zanzibar have been 790 and the deliveries 725. Landings of Madagascar for the week ended March 4 were *nil*, and the deliveries one, leaving a stock of 1,112. Landings of Madagascar this year to date have been *nil* and the deliveries 44.

COCOA BUTTER.—Prime English is offering from 8⅞d. to 10d. per lb., as to quantity.

COCONUT (DESICCATED).—The market is rather dearer and business has been better. Spot, fine, 26s.; medium, 24s. per cwt. Shipment, halves, March, 22s. 3d.; March-April, 22s. per cwt. c.i.f.

COD-LIVER OIL.—This product has been rather dull and Nowegian shipment prices are slightly easier. Fishing results to March 13 were 45,290 tons of cod and 27,753 hectol.

of oil, compared with 43,029 tons of cod and 26,834 hectol. of oil in 1931 and 38,098 tons of cod and 17,828 hectol. of oil in 1930. Finest Lofoten steam refined non-freezing medicinal oil, 79s. to 80s. per barrel, c.i.f. Spot is at about 96s. to 97s. 6d. per barrel, ex store, duty paid, as to quantity. Some brands may be slightly cheaper.

COLCHICUM SEEDS.—Dealers are offering spot at about 2s. 9d. per lb.

DAMIANA LEAVES.—Dealers are quoting supplies on spot at about 1s. 1d. per lb.

DIGITALIS LEAVES.—Some spot supplies are offering at about 57s. 6d. per cwt.

GELATIN.—A moderate business is being done with quoted prices about unchanged ; spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 9d.; thin leaf, 1s. 8d. per lb. in cwt. lots.

GENTIAN.—The limited supplies available on spot are offered at about 56s. per cwt.

GINGER.—Quoted prices are maintained, but the market has been dull throughout. West African, spot, 18s. 6d.; for arrival, 15s. 3d. per cwt., c.i.f.

GRAINS OF PARADISE.—Dealers are quoting spot at about 47s. 6d. per cwt.

HYDRASTIS.—This market is fairly steady as quoted at about 4s. 3d. to 4s. 4d. per lb., as to quantity ; business is small.

LYCOPODIUM.—The spot market is steady as quoted at 3s. 3d. per kilo.

MENTHOL.—Rather more interest has been shown in the market this week and the shipment market is dearer. On Wednesday K/S brands, on spot, 16s. 3d. and slightly less for bulk quantities. Shipment from Japan, January-March, is quoted up to 14s. per lb., but there are profit-takers offering at about 13s. 6d. per lb., c.i.f. On Thursday morning the spot and shipment markets were fully steady at unchanged prices and inquiry was fair.

MERCURY.—The market has again received fair inquiry and prices are on their former levels, according to quantity and destination. Spanish-Italian, f.o.b. Continent, £9 10s. to £9 12s. 6d. per bottle. Spot is at about £9 17s. 6d. to £10 7s. 6d. per bottle, ex store.

OPIUM.—The market is quite steady and there has been a little more inquiry this week. Shipment, bulk quantities, 1s. per unit, landed and duty paid. Smaller parcels from 1s. 1d. per unit.

PARSLEY SEEDS.—The spot quotation for limited quantities is about 35s. per cwt.

PEPPER.—This market has been mostly dull and forward values are fractionally cheaper. Lampong, spot, 5⅜d.; shipment, March-May, 4 7/16d.; April-June, 4⅛d.; May-June, 4⅛d. per lb. c.i.f. Tellicherry, spot, 5¾d.; shipment, March-April, 42s. 6d. per cwt., c.i.f. Aleppy, spot, 5½d.; shipment, March-April, 41s. per cwt., c.i.f. White Muntok, spot, 6⅜d.; shipment, March-May, 5⅝d.; April-June, 5⅝d.; May-July, 5⅝d. per lb., c.i.f.

PIMENTO.—Market is about steady but business has been slow. Spot, 2⅜d. per lb.; shipment, March-April, 21s. 3d. per cwt., c.i.f.

RUBBER.—Values improved early in the week but have fallen back and are about level on the week, closing dull. Standard ribbed smoked sheet, spot, 2 3/32d.; April, 2⅛d.; May, 2 5/32d.; June, 2 5/32d.; July-September, 2 7/32d.; October-December, 2 7/16d.; January-March, 1934, 2⅜d. per lb., c.i.f.

SAFFRON.—Business has been unimportant but the market is about steady: spot, prime B.P., 61s. 3d.; extra B.P., 57s.; super B.P., 54s. per lb. and slightly less for bulk quantities.

SEEDS.—ANISE.—Spot, Spanish, 52s.; Bulgarian, 40s., duty paid, business done 37s. 6d. in bond. CANARY.—Unchanged, spot, Mazagan, 12s. 6d.; Tangier, 11s.; Kenitra, 10s. 6d. LINSEED.—Mazagan offering at 15s. 6d.; Morocco, 14s. 6d. CORIANDER.—Morocco, 1929 crop sold at 15s. 6d. (15s. 9d. still quoted); wormy selling 13s. 6d. to 14s. 6d. CUMIN.—Malta, a parcel arriving in a few days; Morocco, spot, quoted at 32s. 6d. duty paid. FENUGREEK.—Tunisian, 15s., and Morocco 12s. 6d. on spot. CARAWAY.—Dutch, 32s., offering, duty paid; 26s. 6d. quoted, f.o.b. MUSTARD.—English, 21s. 6d. to 33s. according to quantity.

SENEGA.—Limited quantities on spot are fetching from 1s. 11d. per lb. Shipment works out at about 1s. 9½d. per lb., c.i.f.

SHELLAC.—The market is rather easier this week, and business has been restricted. Spot, standard TN orange, 52s.; fine orange, 60s. to 112s. 6d.; pure button, 65s. per cwt. For delivery, TN, March, 45s.; May, 46s.; August, 48s. per cwt. For arrival, TN, March-April, 44s. per cwt., c.i.f.

STRAMONIUM LEAVES.—Some good green leaves are available at about 47s. 6d. per cwt.

STRAMONIUM SEEDS.—Some spot supplies are available at about 35s. per cwt. for small parcels.

VALERIAN ROOT.—Dealers are quoting spot at about 60s. per cwt.

WAX (VARIOUS).—Japanese wax is easier and is unsteady. Bees' wax is short on spot and, as quoted, is firm. The demand generally has been slow. Japanese is easier and rather irregular at about 41s. 6d. per cwt. CARNAUBA, fatty grey and chalky grey, is steady at 87s. 6d.; medium yellow is steady at 140s.; fine yellow is unchanged at 155s. CANDELILLA steady at 75s. per cwt. SPERMACETI steady at 9¼d. per lb., spot. PARAFFIN is about steady at 22s. 6d. to 50s. per cwt. as to melting point. CERESIN is quoted from 35s. to 80s. per cwt. as to colour and melting point. BEES' has met with a fair business ; the market is very steady and supplies are limited: bleached, discs, £7 10s.; slabs, £7 2s. 6d.; yellow refined is about steady at £5 15s.; yellow crude, 97s. 6d. per cwt. spot.

Essential Oils, Synthetics, Perfumery Products, etc.

BUSINESS is moving but the volume is rather light. The general tone of the markets is steady, particularly the shipment positions. Japanese peppermint is dearer forward and there is more life in this market. Bergamot is irregular and dull.

ALMOND.—English sweet in cwt. lots, 2s. 7d.; smaller parcels, up to 2s. 9d.; foreign sweet, 2s. 4d. for cwt. lots and up to 2s. 6d. per lb. for small parcels. Genuine s.a.p., 7s. per lb. Market is steady but rather quiet.

AMBERGRIS.—Dealers holding spot supplies are quoting from 25s. for dark up to 125s. per oz. for the finest quality.

ANISE (STAR).—The spot market is steady and unchanged ; shipment is a fraction dearer ; inquiry a little better: spot "Red Ship," in leads, 1s. 10d.; in tins, 1s. 7¾d.; in drums, 1s. 7d. Shipment, in leads, 1s. 7¾d.; in tins, 1s. 6¾d.; in drums, 1s. 6d. per lb., c.i.f.

BAY.—Dealers are offering spot from 6s. 6d. to 7s. 6d. per lb., as to percentage.

BERGAMOT.—The shipment market is irregular in the region of 6s. per lb., c.i.f., with some cheaper offers. Spot is quoted at about 6s. 3d. to 6s. 6d. per lb., as to quantity. A little business at keen prices.

BOIS DE ROSE.—Some inquiry on spot for Brazilian and the market is steadier at 4s. 1d. to 4s. 4d. per lb., as to quantity. Shipment is reported steadier from 3s. 6d. per lb., c.i.f. Cayenne is nominal.

CAJUPUT.—This market is dull with spot quoted at about 2s. 3d. to 2s. 6d. per lb., as to quantity.

CANANGA.—The spot market may be slightly less than 9s. for fair quantities ; shipment in bulk is rather easier at about 6s. 9d. per lb., c.i.f.

CARAWAY.—Rather more inquiry with the market steady. Continental, from 7s. 6d. to 8s. per lb. Dutch is unchanged at 9s. 6d. to 10s. 6d. per lb., as to quantity.

CASSIA.—Some occasional call for spot, which is steadier at 3s. 7d. per lb.; shipment is unchanged at 2s. 11d. per lb., c.i.f.

CEDARWOOD.—The American product is selling slowly on spot at unchanged rates: in drums 1s. 9d.; smaller quantities, 1s. 10d. to 1s. 10½d. per lb. Colonial, spot, 1s. 8½d. in drums and 1s. 10d. per lb. in tins.

CHLOROPHYLL.—Dealers are offering spot from 9s. 6d. to 15s. per lb., as to strength. Water soluble, 14s. per lb.

CINNAMON LEAF.—This market is better with shipment now close up to 2s. 6d. per lb., c.i.f., in drums. Spot is quoted at about 3s. 1d. to 3s. 2d. per lb. in tins.

CITRONELLA.—The Ceylon product is in limited supply on spot, and is about holding at 2s. 0½d. to 2s. 1d. per lb.; shipment is quoted easier at about 1s. 9d. per lb., c.i.f. Java is steady on spot at 2s. 8d. to 2s. 8½d. per lb., and shipment tends to be slightly firmer at 2s. 3½d. per lb., c.i.f.

CIVET.—Dealers are offering spot supplies from 9s. to 12s. 6d. per oz., as to quantity.

CLOVE.—Madagascar is moving on spot with the market perhaps a shade easier at about 3s. 4d. to 3s. 6d., the lower price for bulk lots. Shipment is cheaper from 2s. 3d. per lb., c.i.f. English is quoted from about 4s. 3d. to 4s. 6d. per lb., as to quantity.

EUCALYPTUS.—This market has been very quiet ; quoted unchanged: Australian, 70 to 75 per cent., 11d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb. for fair quantities ; Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—Bourbon for shipment is offered at from 21s. per lb., c.i.f. Spot, which appears to be in short supply, is holding at 24s. per lb. for a first-class oil. Inquiry is limited. Algerian on spot is at about 24s. 3d., with shipment quoted at 22s. 6d. per lb., c.i.f.

GINGERGRASS.—A moderate business with spot supplies quoted from 7s. 4d. to 7s. 6d. per lb., as to quantity.

GUAIC WOOD.—Dealers are offering spot at about 6s. 8d. to 6s. 10d. per lb., as to quantity.

JUNIPER BERRY.—Business is still slow. Spot quoted at about 4s. per lb., and less for bulk quantities.

LAVENDER.—Prices for the lower strengths of the best French brands are slightly cheaper, but they are still well above some cheap sellers: 50 to 52 per cent., 10s. 6d. to 10s. 9d.; 40 to 42 per cent., 9s. 3d. to 9s. 6d.; 38 to 40 per cent., 8s. 6d. to 8s. 9d.; 36 to 38 per cent., 7s. 6d. to 7s. 9d.; 30 to 32 per cent., 7s. to 7s. 3d. per lb., delivered.

LEMON.—The quotation for Sicilian new crop hand-pressed for shipment is rather easier at about 3s. 9d. to 4s. per lb., c.i.f., as to brand and quantity. Spot is quoted at about 4s. to 4s. 4d. per lb. Californian is offering at 48 cents in large drums and 49 cents in small drums, spot.

LEMONGRASS.—If anything, the market is a point easier with spot now at 2s. 2d. to 2s. 3d. per lb., as to quantity. Shipment is quoted from 2s. per lb., c.i.f.

LIME.—There is not very much business moving, but small lots on spot are about unchanged at 38s. 6d. per lb. for genuine West Indian distilled.

MANDARIN.—The spot market for little lots of fine quality is about 16s. per lb., with some sellers at less; shipment is about 12s. 9d. per lb., c.i.f.

MIMOSA FLOWER OILS.—New crop prices are as follows: absolute, 179s.; concrete, 128s. per lb., duty paid.

MUSK.—Tonquin pod is quoted at 60s. per oz. and grain at 85s. per oz., spot, in small lots.

MUSTARD.—Dealers are offering spot at about 14s. 6d. per lb., for small lots.

NEROLI.—Spot prices vary from about 9s. 3d. to 12s. 6d. per ounce, as to quality.

NUTMEG.—Dealers are quoting spot at about 5s. 6d. to 6s. per lb., as to quantity.

OAK MOSS.—Spot quotations are as follows: absolute, 200s. to 220s.; liquid, 70s.; liquid, colourless, 95s. to 150s.; concrete, 25s. to 65s. per lb., as to quality and quantity.

ORANGE.—There is little fresh to report in this market, with the French colonial product dominating the position; shipment is anything from about 2s. 3d. to 2s. 8d. per lb., c.i.f., as to quantity. There has been a little inquiry for new crop Sicilian sweet, with shipment at about 5s. 3d. to 5s. 9d. per lb., as to brand and quantity. Spot is at about 6s. 3d. to 6s. 6d. per lb., but there are cheaper sellers. Californian, single cases, 50 cents.; two or more cases, 45 cents per lb., spot.

ORRIS.—Dealers are quoting spot as follows: absolute, 115s.; concrete, 14s. 6d. to 15s. 6d.; liquid, 55s. to 65s.; resin, 11s. to 42s. 6d. per oz., as to quality and quantity.

PALMAROSA.—This market is rather easier, with spot now in the region of 7s. 6d. per lb. and less for bulk quantities.

PATCHOULI.—There are spot offers at the lower price of about 7s. 9d. per lb.; shipment is also easier in the region of 7s. 3d. per lb., c.i.f.

PEACH KERNEL.—Spot oil is quoted from 1s. 2d. to 1s. 6d. per lb., as to quantity.

PENNYROYAL.—Dealers are quoting spot from about 4s. 6d. to 4s. 9d. per lb., as to quantity.

PEPPERMINT.—There has been more inquiry this week and shipment from origin is dearer. On Wednesday Japanese dementholised on spot was steady at 5s. 10½d. per lb. January/March shipment from Japan was at 5s. 9d. with re-sellers offering at 5s. 6d. per lb., c.i.f. On Thursday morning the spot and shipment markets were fully steady at unchanged prices and there was a fair inquiry. American natural oil, in drums, is quoted at about 1 dollar 85 cents. per lb., c.i.f.

PETITGRAIN.—The shipment market is quoted cheaper at about 3s. 10d. per lb., c.i.f. Spot is now at about 4s. 7d. to 4s. 9d. per lb., as to quantity.

PIMENTO.—Dealers are quoting spot at about 6s. to 6s. 6d. per lb., as to quantity.

ROSE.—Bulgarian first class, own distillation, is quoted on spot from 45s. to 55s. per oz. Peasants' quality, about 35s. to 40s. per oz. Anatolian, 28s. to 30s. per oz.

ROSEMARY.—The market is about steady at 1s. 8d. to 1s. 9d. per lb., for a first quality Spanish oil in quantities; small lots, 1s. 10d. per lb.

SAGE.—Spot supplies are being quoted at about 1s. 9d. to 1s. 11d. per lb., as to quantity.

SAUGE SCLAREE.—Dealers are offering spot supplies at about 6s. per oz.

SANDALWOOD.—The official prices for genuine East Indian are unchanged at 24s. to 25s. per lb., as to number of cases.

SASSAFRAS.—Prices vary as to quality from about 4s. to 4s. 6d. and up to 6s. per lb. for the finest. Market is quiet.

SPEARMINT.—This market is a shade better with spot now at about 7s. 3d. to 7s. 4d. per lb.; shipment is quoted at 6s. 2d. per lb., c.i.f.

SPIKE.—The spot market is steadily held at 3s. 4d. to 3s. 5d. per lb. for Spanish and there is a fair business being done.

VETIVERT.—Dealers are quoting Bourbon on spot at about 17s. to 17s. 6d. per lb., as to quantity. Manilla, 4s. 6d. to 7s. 6d. per oz.

WINTERGREEN.—Business is in small lots for which a price in the region of 6s. 9d. to 7s. 6d. per lb. is being obtained.

WORMSEED.—Spot is rather cheaper at about 12s. 6d. to 12s. 9d. per lb., as to quantity. Shipment is quoted at 11s. per lb., c.i.f.

YLANG YLANG.—Bourbon is quoted on spot from 12s. to 35s. per lb., as to quality and quantity.

The following are current quotations for synthetics, etc.: Acetophenone, 6s. to 6s. 4d. per lb.; amyl acetate, pure, 122s. 6d. per cwt., technical, 107s. 6d.; amyl salicylate, 2s. 3d. per lb. for cwt. lots, up to 2s. 9d.; aubepine, ex para cresol, 8s. 3d. to 8s. 9d. per lb.; benzaldehyde, f.f.c., 2s. 1d. to 2s. 6d. per lb.; benzyl acetate, f.f.c., 1s. 6d. to 1s. 10d. per lb.; benzyl alcohol, 1s. 11d. to 2s. 3d. per lb.; bromstyrol, 100 per cent., 11s. 3d. to 11s. 6d. per lb.; butyric acid, 3s. 3d. to 3s. 6d. per lb.; citral, chemically pure, 8s. to 8s. 6d. per lb.; coumarin, 13s. to 14s. per lb.; ethyl phthalate, 2s. 6d. to 2s. 8d. per lb.; eugenol, 7s. 6d. to 8s. per lb.; geraniol, ex palmarosa, 16s. to 18s. per lb.; heliotropin, 100 per cent. crystals, 4s. 11d. in cwt. lots up to 6s. per lb., as to quantity; iso eugenol, 9s. 6d. to 10s. per lb.; methyl anthranilate, 6s. 6d. to 7s. 6d. per lb.; mirbane, 8½d. to 10d. per lb.; musk, ketone, 33s.; ambrette, 30s.; xylol, 8s. per lb., with bonus for quantities; phenyl ethyl alcohol, 8s. 6d. to 9s. per lb.; safrol, 1s. 4d. to 1s. 9d. per lb.; terpineol, 1s. 4d. for ton lots up to 1s. 9d. per lb. for small parcels.

Sudan Gum Acacia Exports

BOXALL & Co. report that the exports for January, 1933, totalled 840 tons, compared with 1,948 tons in January, 1932. The chief destinations were as follows:—

Destination	January		Destination	January	
	1932	1933		1932	1933
Great Britain ...	424	120	Australia... ...	30	13
U.S.A.	274	65	China	48	11
France	163	21	Canada	17	5
Germany	300	269	British India ...	10	2
Italy	140	105	Denmark ...	23	2
Belgium	99	49	Greece	2	5
Japan	195	76	Egypt	12	17
Spain	23	14	Argentine ...	26	16
Holland	130	33	Brazil	2	1
Sweden	14	3	Other countries ...	—	4

The Export figures are made up of the following qualities:—

	Hashab	Bleached	Talha	Total
January, 1932 ...	1,886	11	51	1,948
January, 1933 ...	788	4	48	840

United States Essential Oils Imports, 1932

THE total tonnage of imports of essential oils landed in the United States during 1932 was slightly in excess of the landings made during 1931. The aggregate value of the 1932 arrivals was, however, some $900,000 less than in 1931. The following are the chief classes:—

	1931		1932	
	lb.	Value	lb.	Value
		$		$
Cassia and cinnamon ...	305,549	218,060	326,402	157,630
Geranium	139,702	416,210	144,138	463,081
Otto of rose	1,249	209,102	967	104,909
Bergamot	80,611	136,432	39,790	72,814
Citronella and lemongrass	1,026,793	389,169	1,508,017	483,033
Lavender and spike lavender	279,588	499,637	211,968	228,463
Lemon	346,993	215,986	166,712	123,419
Orange	131,837	230,194	113,982	112,178
Sandalwood	10,250	49,261	4,723	18,911
All other	2,925,076	1,289,782	2,961,834	981,787
Total	5,247,648	3,653,833	5,424,533	2,746,225

London Drug Auction

Commercial Sale Rooms,
Mincing Lane, E.C.3.
March 16.

At the Drug Auctions held to-day, only eight catalogues were submitted ; the offerings were very moderate, as the imports over the past few months have been rather limited. The demand showed a considerable improvement on recent auctions, and in some instances bidding was brisk. Rhubarb was in good demand, and several parcels were sold at firmer rates, especially the finer grades. Honey was quiet and steady, pending the arrivals of new crop, and privately a fair business is passing. Benzoin, Sumatra, met with a limited demand, with prices unchanged for good almondy block. Sarsaparilla was steady with few sales. Buchu was active in view of the higher prices now demanded for shipment, and several lots were cleared. Tinnevelly senna was steady, with leaves still in small supply. Dragon's blood quiet, but full prices required for the fine reboiled lump. Orange peel, in active demand, practically everything being cleared prior to the auction.

Aloes.—Cape: 41 packages were offered and retired, good hard bright, with 20 per cent. tares, at 42s.; fair, slightly coarse, at 39s.; Curaçoa, 155 packages retired at from 65s. to 90s. per cwt. " in bond." Zanzibar, a parcel, in skins, was held for 75s. and a further lot of ten cases of liver packed in leaves, withdrawn at 65s. to 75s. per cwt., according to quality.

Ammoniacum.—A parcel of four bags, fair drop rather blocky, was limited at 1s. per lb.

Arraroba.—Eight cases, with an analysis by Harrison & Self, of 58 per cent. chrysarobin retired at 2s. 3d. per lb. duty free. The shipment market is reported firmer.

Balsams.—A lot of 42 cases Para Copaiba was offered and retired at 1s. 1d. per lb., duty paid. *Tolu.*—Only one case offered ; very drossy at 3s. per lb. " in bond."

Benzoin.—Sumatra. A fair selection on offer, and five cases of good seconds sold at £7 per cwt. " in bond." Ordinary seconds withdrawn £6 5s. to £6 10s. Thirds at £5 5s. to £5 10s. per cwt. Siam was in fair supply ; fine bold almonds of good aroma was limited at £31; medium ditto, £28; small, £22 to £25; grains, £18 10s.; dust, part blocky, £10 10s. per cwt. Palembang: there are no supplies available at present.

Buchu.—Very firm, especially for shipment. Amongst the parcels offered was a new arrival of good green round, part of which sold cheaply at 1s. 1d. For the inferior round, rather yellow, bids of 8½d. and 9d. per lb. are to be submitted. Ovals: fair green was held for 8½d., a slightly lower bid being put forward.

Calumba.—Somewhat dearer, owing to absence of fresh importations, and quite a fair business is passing privately. A parcel of ordinary natural sorts was held for 17s. 6d. per cwt. duty paid.

Cardamoms.—A parcel of 30 cases Ceylon bleached was on offer, and, we understand, practically cleared subsequent to the auction at steady rates. Arrivals are quite small.

Cascara sagrada.—Steady, and a lot of 1932 peel was held for 65s. per cwt., duty paid.

Cassia fistula.—32 bales of Indian part wormy retired at 20s. per cwt.

Chaulmoogra oil.—Two parcels of Hydnocarpus Wightiana were withdrawn at 1s. to 1s. 3d. per lb.

Colocynth.—Several parcels were catalogued; good white pulp being held for 10d. to 1s. and dullish brown for 7d. per lb.

Cuscus root.—A parcel of ten bales Indian, fibrous root, retired at 25s. per cwt.

Cuttle fish bone.—149 packages were available, consisting chiefly of broken sorts, which were retired at 3½d., medium sorts being withdrawn at 7d. per lb.

Dragon's blood.—Nothing sold, but prices remain steady, especially for the better grades of lump. We understand that a fair trade is passing privately.

Elemi.—A new arrival described as No. 1 was bought in at 65s. per cwt.

Ergot.—A nice lot of Spanish was retired at 1s. 4d. per lb. " in bond."

Gamboge.—Offerings were very moderate, and we learn that privately a number of sales have been made. In auction, fair Siam pipe was held for £15 per cwt.

Guaiacum.—Only the better grades on offer. Fine glassy held for 2s., fair ditto 1s. 7d. to 1s. 10d. per lb.

Gum acacia.—None sold in auction. Bleached Kordofan retired at from 67s. 6d. to 75s. per cwt., as to quality. 22 packages Aden retired at 27s. The shipment market continues dull, and only a " hand-to-mouth " business is passing at previous rates.

Honey.—Fully steady, but demand in auction rather slow. Jamaica, a lot of dark amber set, sold at 29s. per cwt., the remainder being bought in at prices ranging from 27s. 6d. for dark, up to 47s. 6d. for pale. Other lots on offer were San Domingo, dark to pale, 25s. to 37s. 6d. duty paid; Cuban, ditto, 25s. to 37s. 6d. per cwt. duty paid.

Ipecacuanha.—Quiet but steady, 4s. 9d. to 5s. being wanted for ordinary to fair Matto Grosso, a few bales being cleared prior to the sale. Minas was retired at 4s. No Cartagena was on offer.

Kamala.—A parcel of 5 per cent. ash by Salamon & Seaber's test was withdrawn at 1s. 2d. per lb.

Mastic.—Nine cases of good pale tears offered at 1s. 8d. per lb. duty paid.

Myrrh.—Selling well privately. In auctions middling to fair, Aden sorts 95s. to £7, and common sorts and pickings 65s. to 75s. per cwt.

Orange peel.—Good quality thin cut Maltese has been scarce, and two parcels included in the catalogue had been disposed of just prior to the auction at full rates.

Peppermint oil.—A parcel of 5 cases " Nagaoka " brand was retired at 5s. 9d. per lb., with a bid of 5s. 3d. being noted.

Quince seed.—Two lots were on offer. Two bags of fair Cape were held 4s. and 20 bags of Java retired at 3s. 6d. per lb. " in bond."

Rhubarb.—A further steady business is reported privately at hardening rates. Shensi, 4s., was bid for medium round against a limit of 4s. 3d.; bold round being held for 4s. 6d. A few cases old stock offered " without reserve " and sold cheaply. Canton, 19 cases were offered, the price of good quality being 2s. 6d. per lb. High Dried, a fair selection offered, of round horny; 5 cases sold at 1s. 3d. for good bright fracture; flat was limited at 2s. 1d. per lb.

Sarsaparilla.—Remains steady. Jamaica, grey, six bales were withdrawn at 1s. 7d. per lb. " in bond "; native, 24 packages offered, two sold at 1s. 1d. for middling red, slightly mixed with yellow.

Senna.—Alexandrian pods in fair supply, and mostly withdrawn at full prices, ranging from 6d. for manufacturing to 4s. for fairly good hand-picked. Several lots of ordinary pods, mostly sea-damaged, were sold " without reserve " at from 6¾d. down to 2¾d. per lb. " ex bond." Tinnevelly firmly held, and in very moderate supply, and leaves were distinctly dearer. Pods remain steady at 6d. to 6¾d. for hand-picked, and f.a.q. 4¼d. per lb.

Soy.—Five casks of Chinese were offered and withdrawn at 2s. per gallon duty paid.

Strophanthus seed.—Quiet; 100 per cent. Kombe was held for 4s. 8d. per lb.

Tonka beans.—No Angostura on offer. Para rather lean and slightly frosted withdrawn at from 10d. to 11d. per lb.

Wax.—Quiet and steady. The only sale was good Jamaica at £5 5s. per cwt. There were also catalogued several lots of Mombasa, San Domingo, Madagascar and Sudanese, which were all withdrawn without response.

(*Next drug auction : Thursday, May 25*)

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Industrial Methylated Spirit Return

SIR,—The time is drawing near when chemists will be asked to make the annual return of the use of industrial methylated spirit on Form Ex. No. 226, and it is appropriate, therefore, that they should be reminded that the N.P.U. has obtained from the Commissioners of Customs and Excise permission for chemists to include in this return, under the heading " Manufacture by Dispensing Chemists of Preparations in the Schedule of the Methylated Spirit Regulations 1932," all the preparations they make which are included in the Schedule, excluding only paints, varnishes, etc. The value of this concession to the chemist is that instead of having to divide the entries into hair washes, lotions, etc., as hitherto, he can calculate the total amount of spirit he has used for scheduled preparations, including those in the N.P.U. Industrial Methylated Spirit Formulary, and include it in one declaration under the above heading, and if the chemist uses the spirit for no other purpose than manufacturing scheduled preparations in addition to dispensing, he has only two items to complete on the form, which simplifies the matter very considerably. May I take this opportunity of saying, on behalf of my Executive, that the attitude of the Commissioners of Customs and Excise in connection with the use of industrial methylated spirit in pharmacy has been very helpful and there has been every desire, apparently, on the part of the Commissioners to make the use of industrial spirit as free from irksome restrictions as possible? Chemists are asked to reciprocate by carefully observing the minimum requirements and avoiding in every possible way any cause for complaint on the part of the local officers of the Customs and Excise.—Your faithfully,

G. A. MALLINSON,
Secretary, National Pharmaceutical Union.
London, W.C.1.

Pharmacy and Poisons Bill

SIR,—Regarding the new Pharmacy and Poisons Bill, how is it going to help me? Any of the numerous small shops here can apply for a licence to sell lysol, etc. (and the only poisons that sell are the domestic ones), and get it, unless kept by a lunatic, etc. Also the Society's inspector does not inspect the small shops, but the local authority's inspector. . . . There is no restriction on these shops because a chemist is near, but I must try to compete with them, to pay double fees to the Society, endure yet more restrictions and inspections, and gain, as far as I can see, nothing. . . . Working-class districts have altered in these days ; and what with clinics and our staple lines in 2d. and 3d. packings everywhere, I maintain they are not good business districts.—Yours faithfully,

Mitcham. R. W. FAWTHROP.

SIR,—I am sorry to see that iniquitous Pharmacy and Poisons Bill is again before the House. The Pharmaceutical Council, without authority from the general members, suddenly withdrew their opposition to the Bill and it is to go through as an unopposed measure. It curtails our liberty still further, inflicts what practically amounts to fines in the form of licences for the privilege of keeping open shop at all, an imposition to which no other class of shopkeeper is liable. It also provides for further inspections and all sorts of pains and penalties. The broadcast sale of disinfectants will be worse than the present state of affairs, as these are the only poisons worth stocking. The official tale is that the non-qualified sellers will be more under control than at present, and that they will have to contribute to the Society. Let the members take a bigger interest in what is vital to their very existence. How many wholesalers in the country restrict their supplies to registered chemists? And how many tell the electors in their election addresses that they are wholesalers? This is a burning question, and electors should bear it in mind when the elections come on.—Yours faithfully,

VOX POPULI (14/3).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

A. C. (1/11).—FOOT ROT PREPARATION.—This is a form of ointment, composed largely of Stockholm tar, possibly made with resin ointment, and containing about 70 per cent. of copper sulphate.

J. F. (1/3).—LARVA IDENTIFIED.—The larva enclosed with your letter is almost certainly that of *Borkhausenia pseudospretella* Stn., the brown house (or false clothes) moth. Pamphlet (Economic Series) No. 14, which can be obtained, price 6d., postage 1d., from The Director, British Museum (Natural History), Cromwell Road, London, S.W.7, deals with the whole matter of life-history and control of this larva.

W. J. (5/38).—MAGNESIUM CHLORIDE TABLETS.—These tablets can be made by using fused magnesium chloride crushed into granulated form. It is important that there should be no crystals present, as these so readily absorb moisture. The tablets should be coated with a thin, e.g., collodion, varnish.

F. M. (27/28).—MOP POLISH.—The following formula will meet your requirements:—

Linseed oil	70 per cent
Turpentine	10 per cent.
Terebene	5 per cent.
Cedar wood oil	5 per cent.
Kerosene	5 per cent.
Essential oil of camphor	5 per cent.
Aniline orange	To colour.

G. D. H. (4/28).—DETECTING THEFTS.—The substances generally used for dusting on coins are aniline dyes, such as magenta or aniline violet.

R. W. (7/28).—SKIN CREAM.—A formula for a cream such as you require could be made acording to either of the following:—

I.		II.	
Zinc oxide	5 parts	Zinc oxide	10 parts
Starch	5 parts	Talc	10 parts
Glycerin	20 parts	Cold cream	80 parts
Lanolin	10 parts	Perfume	a sufficiency
Almond oil	10 parts		
Perfume	a sufficiency		

Retrospect of Fifty Years Ago

Reprinted from
" The Chemist and Druggist," March 15, 1883

French News

At a recent meeting of the Académie des Sciences, M. Chevreul, the famous old chemist, who is now between ninety and a hundred years of age, made a short communication, concluding with the remark that he had had the honour of mentioning the same observation to the Académie previously—on May 10, 1812!

The project of building a Palais de Cristal in the Park of St. Cloud attracts a good deal of attention. The promoters who are working the business are using up the old speeches which were familiar to Londoners when the Sydenham Palace was proposed—about combining instruction with rational recreation, elevating the public taste, and so forth. The St. Cloud Crystal Palace is to be, according to present proposals, far superior in extent and general design to its progenitor at Sydenham.

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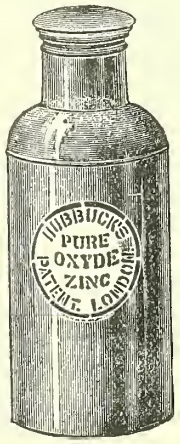
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FREE. *A testing sample of any of the above together with our latest Price List and full particulars of special contract terms will be supplied to all bona fide enquiries. Write NOW to Dept. C.D. 3.*

WILLIAM HAY LIMITED
Manufacturing Chemists
HULL

CHEMICALS

PHARMACEUTICAL

PHOTOGRAPHIC

TECHNICAL

Acid Lactic Acid Tartaric
Acid Tannic Adrenalin
Aspirin
Bromides
Caffeine Carmine
Chloral Hydrate
Diastase
Hexamine
Lysol
Male Fern Extract
Methyl Sulphonal
Pancreatin Phenolphthalein
Phenacetin

QUININE SALTS

Saffron Salol
Sugar of Milk Sulphonal
Salicylates
Theobromine Thymol
Yohimbin
Acid Phenyl Ethyl Barbituric, etc.

ESSENTIAL OILS
SYNTHETIC AND AROMATIC CHEMICALS
NATURAL FLOWER PRODUCTS

We specialise in
PERFUME COMPOUNDS
for
BRILLIANTINES
BATH CRYSTALS
POWDERS
PERFUMES
Etc.

TRADE DEGA BRAND MARK

Special
MEDICAL PREPARATIONS
include :

Angiolymphe (*Dr. Rous*)
Asthmolysin (*Dr. Weiss*)
Bilival (*Ingelheim*)
Cadechol (*Ingelheim*)
Chinosol (*Original*)
Devatol-A (*Veterinary*)
Kathiolan (*Marcussen*)
Lobelin (*Ingelheim*)
Lysol (*Dega Brand*)
Necaron (*Ingelheim*)
Nivea Creme (*Beiersdorf*)
Nivea Soap (*Beiersdorf*)
Pagenstecher's Eye Lotion
Papain (*Dega Brand*)
Pebeco (*Beiersdorf*)
Pericholan (*Ingelheim*)
Posterisan (*Dr. Kade*)
Subitol
Subitine
Terpichin (*Oestreicher*)
Ultraferran (Brand) Colloidal Iron Tablets

WHOLESALE ONLY

CHAS. ZIMMERMANN & CO.

(CHEMICALS), LTD.

9-10 St. Mary-at-Hill, London, E.C.3.

Telegrams:
Inland:
"ACIDOLAN, BILGATE, LONDON."
Foreign:
"ACIDOLAN, LONDON."

Telephones:
ROYAL 1866 (4 lines).

LACTOBYL

A biological product containing :—

(1) BILIARY SALTS
(2) INTESTINAL ENZYMES } which relieve bowel indigestion.
(3) LACTIC FERMENTS which retard putrefaction.
(4) ACTIVATED CHARCOAL which absorbs and fixes toxins in the alimentary canal.
(5) EXTRACT LAM. FLEX. which hydrates the intestinal content and increases peristalsis.

LAC TO BYL

CONSTIPATION

CONTINENTAL LABORATORIES, Ltd.

30 Marsham Street, London, S.W.1

"Taxolabs, Sowest, London." *Victoria* 2041.

THE *Marion Cran.*

Moth Powder



FIVE POINTS TO REMEMBER . . . . .

1. The fragrance of Aromatic Herbs.
2. Better than Naphthalene and Compounds.
3. Death to Moths and Grubs.
4. Imparts a delightful fragrance to Blankets, Furs and Clothes.
5. Will not stain.

CANDA

REGD TRADE MARK

RETAIL PRICE per 1/- pkt

1 Dozen in attractive display box. Per dozen 8/-
3 Dozen in attractive display box. Per dozen 7/6
6 Dozen in attractive display box and circulars. Per dozen 7/-

Carriage Paid on 6 Dozen.

CLAY & ABRAHAM LTD. *Manufacturing Chemists,* **LIVERPOOL**

THOMAS & LINTON LTD., 5 Whitehorse Buildings, 100 High Holborn, W.C.1, or usual wholesaler. CMC 2

CAVENDISH CHEMICAL CO. (New York), LTD.
137 Regent Street, London, W.1

TESTOGAN tablets and ampoules
THELYGAN tablets and ampoules
YOHIMBIN tablets and ampoules
LECITHIN-YOHIMBIN tablets and pills
LIPOLYSIN tablets and ampoules
BISMOLAN suppositories and ointment
ATOCIN tablets
ATOCIN with **ASPIRIN** tablets
MYOSTON Skeletal Muscle Extract
ELIXIR NEUROGENIC (Cavendish)
Literature and further information on application

YES! I am interested in making bigger profits. Please send me details of your quickest selling lines, and tell me what profits I can make by selling them.

Cut out this announcement, pin it to your billhead and post to SHADFORTH PRESCRIPTION SERVICE, LTD., 63 GROVE ROAD, BOW, E.3. You will receive by return interesting details and terms of the famous, nationally advertised, range of Shadforth Prescriptions. They are Prescriptions that PAY.

An agreeable addition to the popular Galen group



GLYCERINE PASTILLES with Lemon Flavour: The old time favourite soother of tired and sore throats—glycerine and lemon. This new Galen pastille is recommended for the purity of its ingredients, convenient packing and reasonable retail price of 1/- per 4 oz. tin.

CINNAMON LOZENGES: An effective lozenge highly medicated with the purest oil of cinnamon. **6d.** per tin.

SISTER'S THROAT PASTILLES: Enjoys a strong demand. A warming and soothing pastille of the Chlorodyne type. Packed in 4 oz. tins at 1/- each. Also in 6d. tins.

MITCHAM MINTS: Are hand-made lozenges with a high content of real Mitcham ol. menth. pip. **6d.** per tin.

GLYCERINE & BLACKCURRANT PASTILLES: A blending of real blackcurrant fruit juice and glycerine. The popular fruit throat pastille, welcomed for its agreeable flavour and efficacy. In 4 oz. tins at 1/-

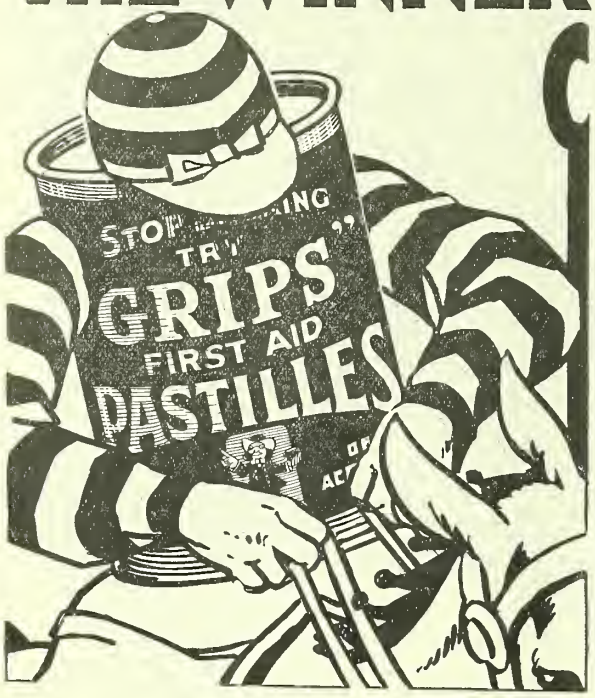
GALEN PRODUCTS

GALEN PRODUCTS REG° TRADE MARK

Manufactured by
THE GALEN PRODUCTS CO., LTD., STOCKPORT

Sole Selling Agents:
THOMPSON & CAPPER WHOLESALE LTD.
Manesty Buildings, College Lane, LIVERPOOL

THE WINNER



Every enterprising chemist knows from experience that GRIPS are the fastest-selling pastilles and the best " repeaters." Generations of goodwill and steady purposeful advertising have built up a reputation for GRIPS that any manufacturer might be proud of. GRIPS take up little space, but they yield a magnificent profit.

Write NOW for samples and trade terms.

'GRIPS'
First-Aid PASTILLES

Agents to the Wholesale and Retail Chemists Trade :—
THOS. CHRISTY & CO.,
4/12, Old Swan Lane, London, E.C.4.
Made by LIGHTBOWNS, Ltd., Accrington.

LOFTHOUSE & SALTMER, Ltd., HULL.



Halibut Liver Oil
with
Malt Extract
1 lb. and 2 lb. Jars

CAPSULES OF
HALIBUT LIVER OIL
In boxes 24s. 100s and Bulk.



HALIBUT LIVER OIL 1 oz. BOTTLES.
Enquiries Solicited.

LOFTHOUSE & SALTMER, Ltd., HULL.

NO FOOD IS MORE NOURISHING THAN

Anverstood

FOR CHILDREN, INVALIDS & THE AGED
1-lb. Tins 1/11 2-lb. Tins 3/4
Any reader of " The Chemist & Druggist" may have a sample tin of Anver's Food on application to
ANVERS FOOD CO., Sunshine Works, Ward Street, MANCHESTER 3



ARCHANIUM

RECOGNISED BY MANY DOCTORS AS THE
BEST REMEDY *for*
RHEUMATOID ARTHRITIS, OSTEO-ARTHRITIS, LUMBAGO, SCIATICA, NEURITIS, RHEUMATISM.

Liberal Terms. Write for full particulars to:
Distributors: STAPLETON & SON, Yew Tree Rd., SOUTHBOROUGH, Kent.
Rep. in Ireland: R. I. VINT, 6 Elgin Rd., Dublin

PLEASING TO THE EYE!
PAYING TO THE PURSE!

"Beauty and Economy" are Twin Sisters when your Box orders are entrusted to the 94-year-old firm of Robinsons of Chesterfield who have made

" MORE BEAUTY IN BOXES "
their slogan for 1933.

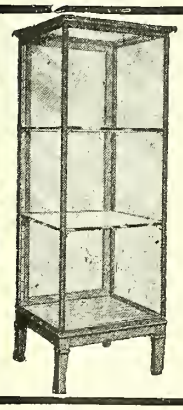
A fine staff of Designers, assisted by MEMBERS OF THE ROYAL ACADEMY, are busy at work translating this ideal into practice.

It will pay you to consult us about the packing of your new line.

ROBINSON & SONS, Ltd.,
Producers of High Class
Cartons and Boxes,
CHESTERFIELD & LONDON.

(1)

Chemists' Fittings
When you want Shop Fittings it will pay you to send to
GEORGE COOK
The Chemists' Working Shopfitter,
27 Macclesfield Street, City Road, LONDON, E.C.1
30 years' experience. *Rough Sketches free.*



SPECIAL OFFER OF
UPRIGHT SHOWCASES
No. C.D.F. 4422
Very useful upright Showcase 5'9" high × 20" wide × 20" deep, Glazed ¼" Drawn Plate Glass. Interior fitted 2 adjustable glass shelves. Oak or Mahogany frames.
£9.5.0 each
Send for our New Catalogue No. C.D. 1400 of Showcases.
DUDLEY & COMPANY Ltd.
451 Holloway Rd., London, N.7
City Showrooms: 65/66 Fore Street, E.C.

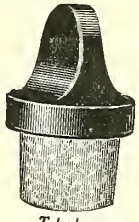
HALEX—*the best-selling branded Dental Plate Brush*
BRITISH XYLONITE CO. LTD., HALE END, E.4

WE SUPPLY
DECORATED TINS
FOR PACKING
OINTMENTS
AND OTHER PRODUCTS.
SAMPLES AND PRICES UPON REQUEST.
THE CALDICOT TIN STAMPING WORKS LTD.
CALDICOT, Nr. CHEPSTOW, Mon.

STOPPERS
AND BAKELITE SCREW CAPS



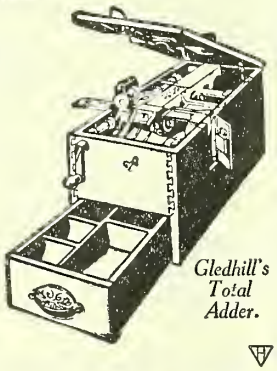
200 Varieties Any Colour.
A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



T. WEBSTER & Co., Ltd. *Telephone: Mountview 0952*
Diamine House, Middle Lane, Hornsey, LONDON, N.8

Antiphlogistine
Brand Dressing
HUMAN & VETERINARY
MADE IN ENGLAND
Write for Special Quantity Terms
The Denver Chemical Mfg. Co., London, E.3

GET THE BEST—
GLEDHILL
—BRITISH, TOO!
Send for Catalogue and Easy Purchase Terms.
GLEDHILLS
16 TRINITY WORKS
HALIFAX, Eng.
GLEDHILL • TILLS


Gledhill's Total Adder.

TABLETS
We specialise in tablets of all kinds. For 30 years we have been making them and use nothing but drugs of guaranteed purity.
SPECIAL LINE:—
MACLEAN'S STOMACH POWDER
ALSO AS A COMPRESSED LOZENGE.
Large Attractive Cartons holding about 3 ozs.
48/- Gross of Cartons *Sample Dozen, post free,* 4/6
SPECIAL LINES:
ANTI-OBESITY
REJUVENATIVE
CONTRACEPTIVE
All put up as Your Own Proprietary if required.
Send for Samples and Prices of all Seasonable Lines.
SUPERIOR PRODUCTS. *KEEN PRICES.*
BUCKLEY-BOWKER TABLET Co., Ltd.
29 PARKFIELD STREET, LONDON, N.1.

CERESINE WAX
BEE-HIVE TRADE MARK
REGISTERED FOR OUR WELL-KNOWN BRANDS OF CERESINE WAXES.
WHITE BLEACHED CARNAUBA WAX VARIOUS GRADES AND RESIDUE
BEESWAX WHITE, YELLOW AND COMPOSITION PARAFFIN WAX ALL MELTING POINTS
OZOKERITE WAX ALL GRADES
POTH, HILLE & CO., LTD.,
6 Lloyd's Avenue, London, E.C.3. *Works at Stratford, E.*

JONES *for* **METHYLATED SPIRIT**
ALL STRENGTHS IN STOCK
PROMPT DELIVERIES IN CASKS, DRUMS OR TANK LORRY
FLAMBEAU BRAND
Send your enquiries to
JONES & CO. (*METHYLATORS*) Ltd., Bow, London, E.3.
Telegrams: "Methspirit, London." *Te ephone: Advance 3210 (2 lines)*

OUR SIDE AND YOURS

THE 'ASPRO' SALES POLICY













Two factors operate to produce for you the maximum 'ASPRO' sales. One is the 'ASPRO' advertising to the public which is carried on by the largest newspaper campaign of its kind in the world, backed up by periodic distribution of broadsheets and booklets into almost every home in the country. The other is the vast window display service available for all chemists. When you show an 'ASPRO' window display you definitely connect up with this huge advertising campaign. You obtain direct benefit in greater 'ASPRO' sales and additional benefit from the sale of other goods which you can sell to customers who come into your shop for 'ASPRO'. It definitely pays to show 'ASPRO' display matter in your windows continuously. Frequent changes are available so it does not get out of date. You can also increase your sales by utilising the 'ASPRO' advertising bag and envelope service. You make a definite saving, too. The prices are given below. Then there is the 'ASPRO' bonus which is equivalent to 17 per cent. extra profit if you buy 'ASPRO' on bonus terms. Why not order a bonus parcel through your wholesaler to-day and write us for an 'ASPRO' window show and a supply of bags or envelopes so as to obtain the maximum benefits from the large amount of 'ASPRO' sales that are about?

OUR SIDE, THE ADVERTISING SIDE, IS ALWAYS IN OPERATION, YOUR SIDE, THE DISPLAY SIDE, COMES INTO OPERATION WHEN YOU PUT IN AN 'ASPRO' WINDOW SHOW. THESE TWO FACTORS WORKING TOGETHER BRING INCREASED SALES ACTIVITY.

PRICES FOR 'ASPRO' PAPER BAGS AND ENVELOPES

Kristal Envelopes - - -	2/6 per 1,000	*Cash with Order*
Greaseproof 2oz. Bags - -	1/- per 1,000	
Greaseproof 2oz. Bags (long) -	1/6 per 1,000	

Agents:
GOLLIN & CO. PTY., LTD.
('Aspro' Dept.) SLOUGH, Bucks.
Telephone: SLOUGH 608

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

'ASPRO' REGTRADE MARK

INNERCLEAN

THE NEW

Intestinal Laxative

RETAIL PRICE 3/-

TRADE PRICE 27/-

Brooks & Warburton

LIMITED

232-240 VAUXHALL BRIDGE ROAD

LONDON, S.W.1

Paraffinum Liquidum B.P.

ALL GRADES

SAMPLES & PRICES

On application to —

STERNS LTD

16 Finsbury Square London E.C.2

WHOLESALE ONLY

"HALIMEX"

MALT EXTRACT AND HALIBUT LIVER OIL

HAS SUPERSEDED COD LIVER OIL PREPARATIONS

1 lb., 2 lb. and 4 lb. Jars, and in bulk for Hospitals, etc.

"NEWBERYS"

(F. NEWBERY & SONS LTD)

CHARTERHOUSE SQ.

CARDIFF LONDON, E.C.1 LIVERPOOL

METHYLATED SPIRITS

and

FINISH

FINEST OBTAINABLE

PROMPT DELIVERIES

J. M. Mills Ltd

BROOKFIELD DISTILLERY

STOCKPORT

Telephone: Stockport 2396

Telegrams: "Phone, Antline"

Doctors are Prescribing ESSOGEN (LEVER'S PREPARATION Y)



the most potent concentrate of Vitamin A yet offered

Doctors everywhere are prescribing Essogen (Lever's Preparation Y) for deficiency diseases, weakness after influenza, and in cases where it is necessary to build up resistance to disease.

Essogen (Lever's Preparation Y) is by far the most potent Vitamin A concentrate yet marketed, having a Blue Value of 2,000 as against a Blue Value of 10 in a good Cod Liver Oil.

Thoroughly tested, well authenticated and standardised, Essogen (Lever's Preparation Y) is being extensively advertised in the medical journals. You will be well advised to keep good supplies in order to meet the demand.

ESSOGEN Lever's Preparation Y

the most potent concentrate of Vitamin A yet offered

Supplied in 2 min. capsules in
Tubes of 50 at 54 - per dozen
(discount on application)

Bottles of 500 at 40/- each
(discount on application)

Already stocked by all the leading wholesalers. Be prepared—and send in your orders to them or to

TRUFOOD LIMITED (Dept. 14), Union House
ST. MARTIN'S-LE-GRAND, LONDON, E.C.1

EN 5-29-80

THE BEST VALUE TO-DAY IN GLASS COUNTERS AND SHOWCASES

The 'MARLBOROUGH' Glass Counter, well constructed in oak or mahogany, 6 ft. long by 3ft. high by 2ft. deep. Glazed ¼" drawn plate-glass, polished oak parquet floor, fitted glass shelf 12" wide. Sliding doors at back.

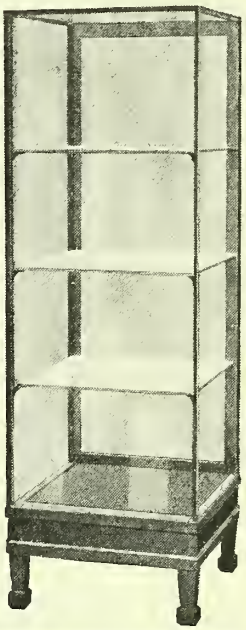
£10



The 'KINGSTON' upright showcase, 6ft. high by 2ft. wide by 2ft. deep, oak or mahogany frames, oak parquet floor, glazed throughout with ¼" drawn plate-glass and fitted 3 drawn glass shelves supported on movable brackets.

£10 : 10

Inspect these cases at our showrooms, where we have an extensive display of all types of shop fittings for the chemist.



RUDDUCK & CO.

219 and 227 OLD STREET, LONDON, E.C.1

TELEPHONE: CLERKENWELL 2371

MANY SUCCESSES IN THE EXAMINATIONS

Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

Write for full particulars—

C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.

50 HIGH STREET, BARNET, LONDON, N.



Also
FLYSAC and GORGON FLYCATCHERS, DAK RATCATCHER, &c., &c.

Patent sealed construction prevents leakage or deterioration

Samples on Request

KAY BROTHERS Ltd., STOCKPORT

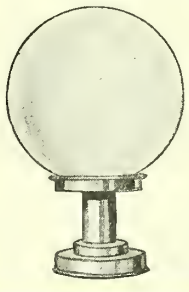
"LUMENA" ADVERTISING SIGNS

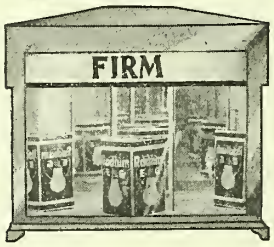
TO HELP YOUR SALES

COLOUR AND MOVEMENT SAY

"STOP—LOOK—BUY"

"LUMENA" SIGNS ARE DESIGNED FOR SHOP WINDOWS AND SHOWROOMS SHOWING CONSTANT MOVEMENT OF BEAUTIFUL COLOURS





LUMENA LIMITED, LAMBERT PLACE, SHEFFIELD 3

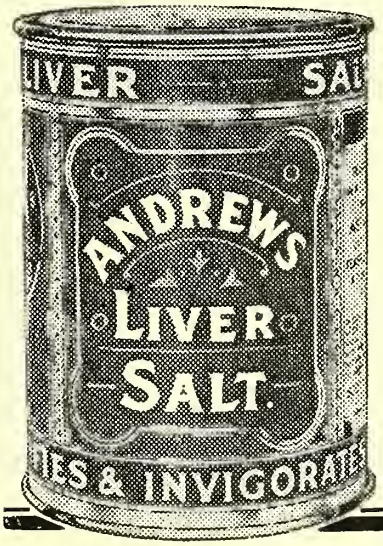
Andrews 1933 Bonus Scheme

The Spring and Summer Advertising Programme for ANDREWS has now been planned. It will be the biggest advertising campaign in the history of ANDREWS, which extends for nearly 40 years of increasing sale.

This extensive advertising will convert even more thousands to the "Andrews Way of Healthful Living," and in addition to large advertisements in the national and provincial newspapers each week throughout the coming Spring and Summer, big posters will be shown on all the principal hoardings throughout the country, in the near future.

A consistent window or counter display of ANDREWS will give you still further increased business and profit.

We confidently anticipate a record year for sales, and no effort will be spared to assist you in selling more ANDREWS than ever before.



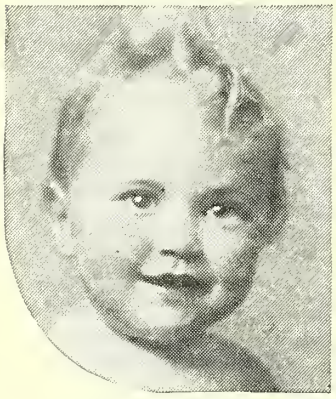
In return for the display of an ANDREWS window bill on your windows for a period of 14 days during May, we will give a Bonus of ONE DOZEN TINS FREE TO THE GROSS.

This Bonus offer remains open until April 29th, and if you have not yet received particulars apply to the address below, or to your Wholesaler.

SCOTT & TURNER LTD.,

GALLOWGATE, NEWCASTLE-ON-TYNE

Take this as an example of how Lactogen nourishes puny babies



" Until a few weeks ago my baby aged 9 months was breast fed, but she was obviously under fed and I was advised to wean her... My doctor advised ' Lactogen,' and to my great relief she took it at once and has not refused a feed since. I am indeed grateful to ' Lactogen ' for having solved my difficult problem." M.A.L.

When for any reason it becomes necessary to supplement the Mother's milk, or to provide an alternate food, then invariably the soundest and safest advice you can give the Mother is, " Put Baby on Lactogen."
Lactogen contains the right nutriment in the right forms and proportions to ensure healthy development. Lactogen makes firm flesh, steady nerves, dense bone, and lays the foundation for a robust constitution.
Lactogen is pure, fresh, full-cream milk from specially selected English herds, modified by the addition of extra cream and natural milk sugar. When reconstituted by the addition of boiled water, Lactogen is in all important respects exactly like breast milk.

Send to-day for full particulars and terms to the Lactogen Bureau (Dept. AZ79) Nestlé and Anglo-Swiss Condensed Milk Co., 6 & 8 Eastcheap, E.C.3.

"LACTOGEN" REGD. TRADE MARK
BETTER MILK FOR BABIES

Lactogen—prepared by Nestlé's—is a modified dried milk for use in infant feeding.

2/9 PER TIN P.A.T.A.

Copyright

PURE ORANGE WINE
A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia. (Wholesale only.)
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

WHOLESALERS PLEASE NOTE Attractive sole agency terms can be secured in many districts for Hobson's Black Beer (non-intoxicating), " Danzovin " Tonic Wine, etc. These lines are consistently advertised to the public. There is a good demand. Own name literature supplied.
Write us for agency terms.
JOSEPH HOBSON & SON, Ltd., Regent St., LEEDS
'Phone : LEEDS 25270 *Telegrams :* " SPRUCE," Leeds

"Laceys" REDUCING CHEWING GUM

SPRING SLIMMING!
A renewed SALES DRIVE is about to commence ... advertisements will be appearing in the National Dailies and Women's Magazines regularly throughout this Spring and Summer selling the SAFENESS and SURENESS of LACEYS REDUCING CHEWING GUM. Order from your usual Wholesaler.
LACEYS (London) Ltd., 89 New Oxford St., W.C.1

ESTABLISHED 793.

The Best and Safest Infants' Medicine of over 130 years' standing.

ATKINSON & BARKER'S INFANTS' PRESERVATIVE

Does not contain any Scheduled Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER



Instead of Expensive Artificial Foods use Norwegian Cod-Liver Oil.

The foundations of a strong constitution are laid in infancy. Proper nourishment during this period is therefore of vital importance. The body must be supplied with materials for ensuring vigorous health, sound bones and strong teeth.

The vitamins are essential.

Vitamin A protects the delicate tissues of the body against infection by microbes. It builds up healthy strength and a sound constitution. Vitamin D prevents rickets by ensuring the formation of strong bones. It will also cure rickets. It makes the teeth strong and lessens the danger of decay.

These vitamins occur most abundantly in Norwegian Cod-Liver Oil.



So highly do medical scientists value Norwegian cod-liver oil that they have called it "indispensable to mankind".

Norwegian Cod-Liver Oil

IS KNOWN ALL OVER THE WORLD FOR ITS HIGH QUALITY

FABRITIUS, OSLO

BE PREPARED

YOUR ENQUIRIES ARE INVITED FOR

POROUS PLAISTERS

of all descriptions. Samples and prices furnished upon application

WILLIAM MATHER, Ltd.

DYER STREET - - HULME, MANCHESTER

"DUREX"

LIQUID LATEX PROTECTIVES

MADE IN ENGLAND

"A STANDARD LINE OF MODERN PHARMACY"

For samples (gratis) and prices write to

THE LONDON RUBBER COMPANY,

"ELARCO HOUSE,"

183, ALDERSGATE STREET,

LONDON, E.C.1

Proprietors also of

"ELARCO" AND "BIRCON"

"MOSANS"

Non-Greasy, Odourless

QUININE PESSARIES



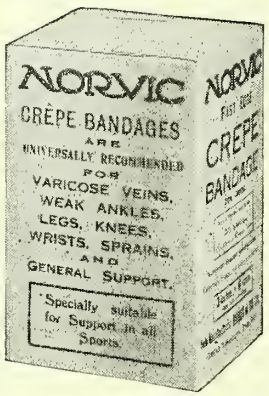
15/-

per dozen boxes

RETAIL 3/6

ORDER THROUGH ANY WHOLESALER.

Avoid Imitations and see the No. 332117 on each box.



INCREASE YOUR SALES

A small window or counter display will bring profitable results. A P.A.T.A. line with full 33⅓% profit.

From the leading wholesalers

Sole manufacturers:

Grout & Co., Ltd.

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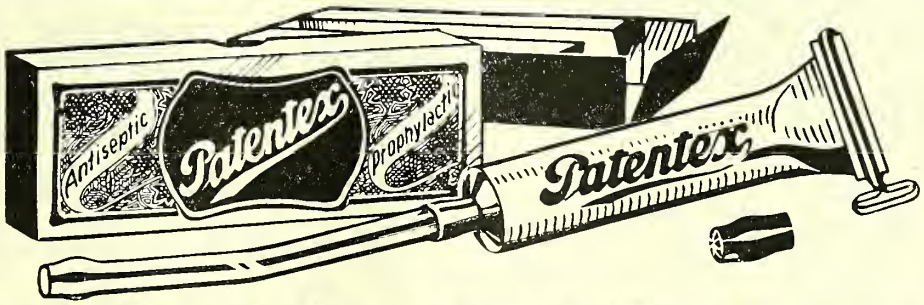


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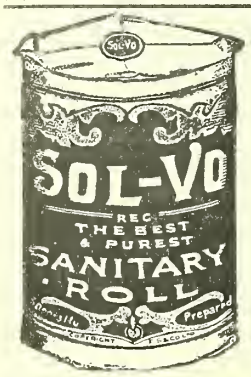
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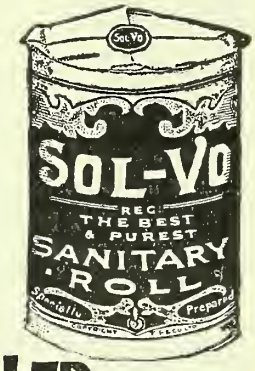
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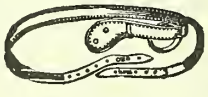
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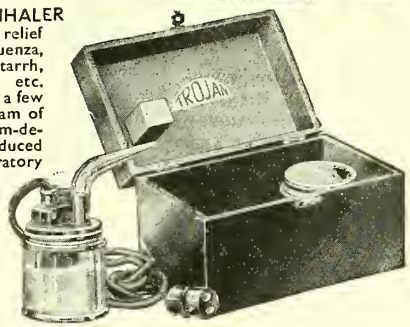
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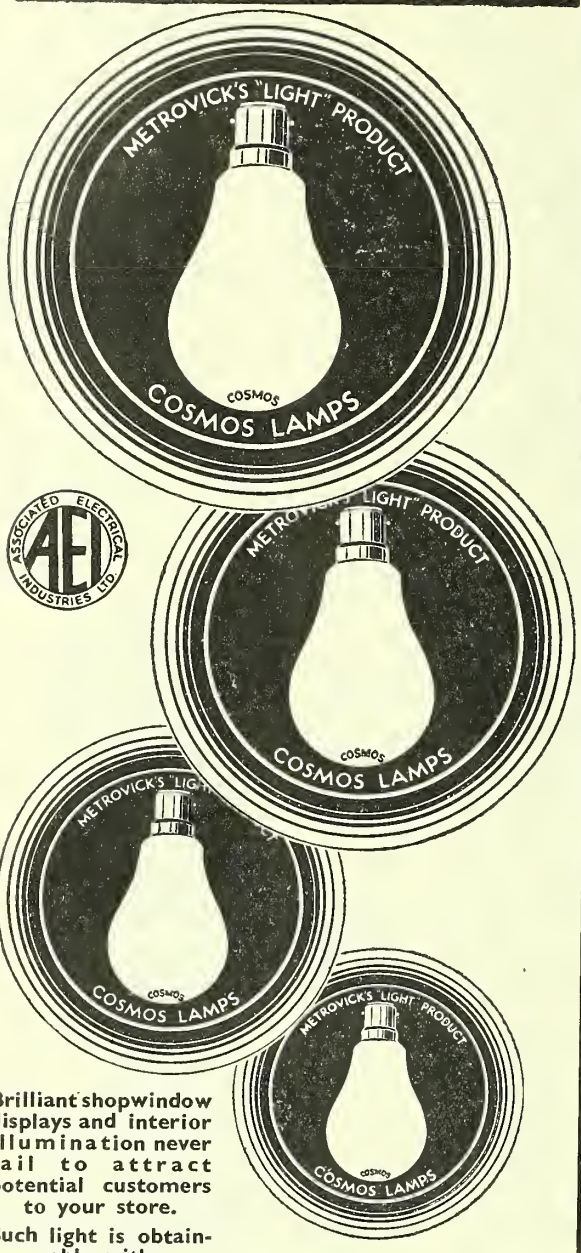


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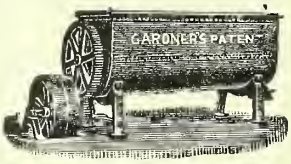
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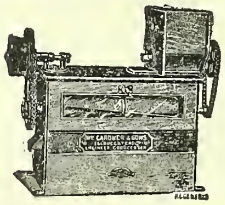
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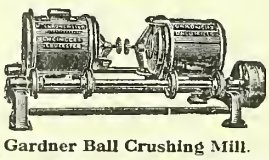
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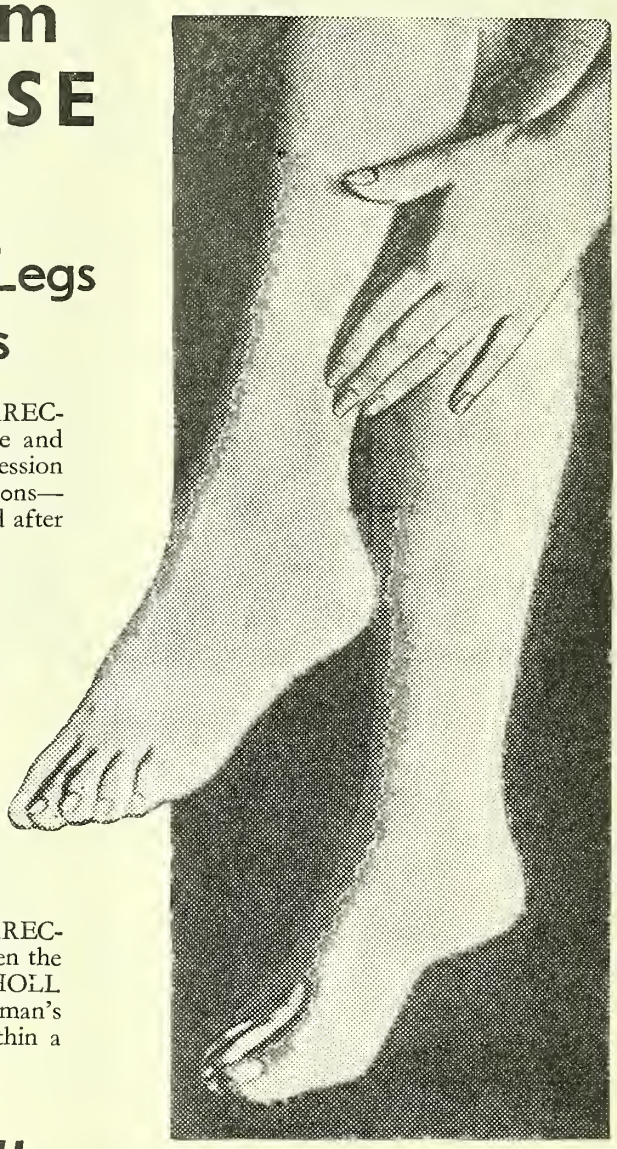
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The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

MARCH 18, 1933

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2.—NORTH LONDON.—Cash Retail and Dispensing Business; returns present rate approximately £30 weekly; double-fronted corner shop in main road; increasing turnover; rent £120 per annum; sublet 30s. weekly, which leaves small living accommodation; stock and fixtures worth approximately £400; price asked £850 or valuation terms.

3.—ELEPHANT AND CASTLE (near).—Neglected Business for immediate disposal; present returns £11 weekly, plus 500 N.H.I. 'scripts monthly; scope to resuscitate the turnover under the right management; lock-up shop, fairly well fitted; small stock; held on renewable lease; rent £100 inclusive of rates; any reasonable offer will be accepted.

4.—MORDEN LINE.—General Retail and Dispensing Business with Kodak Agency and N.H.I.; returns under management last year exceeded £2,500, plus about £200 from Optical; gross profit one-third; single-fronted shop with two flats over; new lease will be granted at £150 per annum; price to include Optics £1,775.

5.—EAST LONDON.—General Retail Business with small N.H.I. and Kodak Agency; return £20 weekly plus N.H.I.; double-fronted corner shop; rent £125 per annum; house sublet at £78; long lease; price £500, approximately the value of stock and fixtures.

6.—ESSEX.—Good Middle-class Retail and Dispensing Business; returns last year under management £1,720; single-fronted shop, well fitted and stocked; new lease will be granted at £100 per annum, or property can be purchased; terms, £400 for goodwill, plus stock and fixtures at valuation; stock can be reduced if necessary.

7.—WIMBLEDON (near).—General Retail Business with N.H.I. over 10,000 per annum; established many years; returns last year approached £2,700, with gross profit £900; double-fronted shop in main road; stock and fixtures worth about £1,300; new lease at £80, or property can be purchased; price £2,150, or possibly valuation terms would be entertained.

8.—SUSSEX (Health Resort).—Good-class Retail and Dispensing Business with increasing turnover, last year being about £2,450; modern double-fronted shop attractively fitted and well stocked; good living accommodation with garden; rent £125 per annum; option to purchase property; 12 years' lease unexpired; price asked £2,250 or valuation terms.

9.—BIRMINGHAM.—Medium and Working-class Business with Rexall and Ucal Agencies; N.H.I. about £24 per month; returns last year under management £1,700, with gross profit £897 and net, after paying manager, £284; Chartered Accountants' figures; double-fronted shop in semi-main road; rent £90; held on lease; price £1,200 or valuation terms entertained.

10.—SOUTH COAST HEALTH RESORT.—General Retail Business with Kodak Agency situated in very good position in main road of attractive town; increasing turnover, this year estimated to average £40-£45 weekly; good house with bathroom and side entrance; stock and fixtures worth £1,100; price £1,300 cash.

11.—PORTSMOUTH (near).—General Retail Business with little N.H.I.; no photography; returns last year £1,250; Vendor states net profit to be one-third; double-fronted shop in semi-main road, well fitted and stocked; rent £100 per annum; lease about 16 years unexpired; price £750 or near offer.

12.—SURREY.—Good Middle-class Retail and Dispensing Business in good-class town; increasing turnover, last year being £2,037; this year shows a large increase; gross profit 40 per cent.; double-fronted shop in main road; flat with bathroom over; private entrance; rent £160; 26 years' lease; terms, valuation of stock and fixtures plus an agreed sum for goodwill.

13.—CARMARTHEN.—Old-established Mixed Retail Business for disposal; returns last year £3,400; good living accommodation, bathroom and garage; Vendor owns the property and wishes to sell same for £1,600; price of business about £1,500, the approximate value of stock and fixtures; the Vendor wishes to sell forthwith and will no doubt meet a purchaser reasonably.

14.—KENT.—Neglected Business for sale in Seaside town; returns last year £1,063; scope for increase in the hands of a young man; double-fronted shop, well situated in main road; six living rooms and private entrance; new lease at £80 or property can be purchased; price £950 or valuation terms entertained.

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2.—SUSSEX COAST.—Good-class Dispensing and Photographic Business; pleasantly situated on sea front; returns average £1,200; no immediate opposition; nice house and garden; own freehold for sale with Business; further details on application.

3.—READING (Near).—Light Country Retail, pleasantly situated; returns over £900 last year; Modern Shop and house with large garden; one other Chemist; price simply valuation of stock and fixtures, about £500.

4.—ESSEX COAST.—Well-established Drug Store, main road position; returns about £800; owner leaving trade; good house attached; rent £70 on lease; double-fronted Shop, fairly well stocked; price only £225.

5.—SOUTH COAST.—Old-established good-class Retail and Dispensing Business; returns under manager £1,750, capable of much increase; lock-up shop, fine position, well-fitted and stocked; price £1,150.

6.—EASTERN COUNTY.—Sound Light Cash Retail, in populous part of large town; returns last year £1,553; low expenses, easily worked; lock-up shop, neatly fitted and well stocked; price £800.

7.—HANTS.—Cash Drug and Photographic Store; returning under manager £817; excellent profits; fine chance for qualified proprietor; central position, nice town; low rent; price £500.

8.—NORTH YORKS.—Old-established Family Retail and Agricultural Business, pleasantly situated, central position; returns over £1,300; low rent; lock-up shop, well fitted and stocked; price £700; owner ordered South.

9.—LONDON, S.W.—Middle-class Cash Business in unique position; returns £1,539, increasing; modern double-fronted shop, well fitted; every convenience; house over; price about £950.

10.—LONDON (Western Suburb).—Old-established Cash Retail, in excellent main road position; average returns last 3 years £1,900; very profitable; house attached; rent £100; 14 years' lease; cash price £1,000.

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(C2) DURHAM.—Old-established pharmacy (lock-up), situated in leading position of small market town; average returns upwards of £3,000 per annum; rent £92 10s., less sub-let, £80; lease, 17½ years unexpired; price asked for lease and goodwill £500, stock and fixtures by valuation or by agreement (total estimated at £1,800).

(C3) NOTTINGHAM.—Good retail and dispensing business (lock-up) with excellent potentialities; present returns average between £35 and £40 per week, having shown steady and consistent increase during the past six months; premises occupy prominent position in busy thoroughfare; the opportunity is an excellent one for a chemist with enterprise and initiative; stock and fixtures recently valued, total approximately £900, and for a quick sale an all-in figure of £950 will be accepted; reasons for disposal are quite genuine.

(C4) LONDON (WESTERN SUBURB).—Old-established good-class family and dispensing business for disposal owing to retirement; average returns approximately £2,450 per annum; excellent living accommodation; further initial details will be supplied to genuinely interested pharmacists in strict confidence.

(C5) LONDON SUBURB.—Old-established retail pharmacy with sub-post office and good living accommodation; average returns for past three years approximately £1,950 per annum; no near opposition nor possibility of any in the future; business situated in good-class residential area; purchase price approximately £1,300.

(C6) LIVERPOOL.—Old-established pharmacy, offering excellent scope for further development; returns for last financial year approximately £1,950; net profit to owner-proprietor upwards of £500; good-class private dispensing, which is capable of definite increase; rent £77 per annum, including living accommodation; purchase price £1,100 or near offer; further particulars in strict confidence to genuine prospective purchasers.

(C7) NOTTS (Death Vacancy).—Pharmacy (lock-up) in small growing town; under late ownership for over 40 years; returns for last financial year £1,330; net profit approximately £400; low overheads and good scope for considerable development; purchase price by negotiation.

(C8) ROMFORD (NEAR).—Recently-established pharmacy situated in good-class growing district; present returns upwards of £20 weekly; living accommodation with garden; good scope for further increase; rent £100; long lease; purchase price £400 or near offer.

(C9) BERKSHIRE.—Pharmacy, with lending library attached, also good living accommodation; well suited to chemist wishing to semi-retire; returns for last financial year upwards of £900; further particulars upon application.

(C10) LONDON, W.—Small lock-up pharmacy, well situated, and possessing good scope for development; returns for last financial year approximately £850; inclusive rental £52 per annum; purchase price for quick sale, £230.

(C11) BRIGHTON.—Drug store, at present under lady proprietorship; average returns approximately £650 per annum, but these figures should be capable of considerable increase under qualified ownership; living accommodation; rent £60 per annum; purchase price asked, £475.

(C12) LIVERPOOL.—City business in commanding position, capable of showing an excellent net income to an owner-proprietor; present returns £35–£40 weekly; high percentage gross profit; reasonable overheads; no near opposition; purchase price £950, including stock and fixtures estimated at £800; exceptional opportunity for chemist adapted to, and desirous of acquiring, a business of this type; audited figures available, and every facility granted for personal investigation.

(C13) INLAND SPA RESORT.—Well-established business, which has been under present ownership for nearly 20 years, is offered for sale at a reasonable figure; returns for last financial year £1,831, with net profit £432; good living accommodation; rent £110 per annum; small optical connection; purchase price, goodwill £350, plus stock and fixtures at valuation or by agreement.

(C14) BIRMINGHAM.—Established City pharmacy which should be capable of substantial increase over the present returns. Premises prominently situated in leading thoroughfare; average turnover for last three years approximately £2,000 per annum; further particulars will be forwarded in strict confidence to *bona fide* enquirers.

(C15) STAMFORD HILL (NEAR).—Retail business with good counter, prescribing and proprietary sales; returns for last three years show a steady increase, being at present approximately £1,275 per annum; rent, including rates, £65; present net profit approximately £300; purchase price asked £750, inclusive of stock and fixtures.

COMPREHENSIVE VALUATION SERVICE FOR ALL REQUIREMENTS.

THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED
(Business Agency, Transfer & Valuation Department)
KIMBERLEY HOUSE, Holborn Viaduct, LONDON, E.C.1 *and at* EXCHANGE CHAMBERS, 2 Bixteth St., LIVERPOOL
PARKIN S. BOOTH, Valuer. *Tels.: CITY 1261-2-3-4*
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VALUATIONS
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Personally undertaken in all parts of the British Isles, upon lowest terms. Uninterruptedly associated with retail pharmacy since 1896.

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CHEMISTS' VALUER, EXPERT STOCKTAKER & TRANSFER AGENT
I specialise in STOCKTAKING for Income Tax, etc. VALUATIONS for Purchase, Sale, Partnership, or other purposes, carefully conducted
30 years' actual trade experience at your service
21 DAVENPORT RD., HAZEL GROVE, STOCKPORT
Early application is requested

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BLACKPOOL DISTRICT.—Good-class Family Business in growing locality for sale; Wine Licence and Kodak Agency attached; good opening for Optics; pleasant living accommodation; lease to suit purchaser. Further particulars on application, 386/36, Office of this Paper.

CENTRAL WALES.—Old-established Business for sale; best position in town; large commodious double-fronted shop, well stocked and fitted; rent £40 per annum; long lease; own property; valuable agencies and proprietaries; a chance awaits energetic Chemist to increase turnover, at present £1,500 per annum; little opposition; price asked all in £1,000; genuine buyers only (banker's references). Apply 218/791, Office of this Paper.

HAMPSHIRE.—In prominent position of large residential and seaside town; old-established Retail Dispensing and Photographic Business; under management and neglected; present returns £1,750; principal would soon do £40 to £50 weekly; own property; 21 years' lease granted; excellent stock; price £1,150 or near offer. 218/787, Office of this Paper.

LONDON, BAYSWATER.—Extremely large double-fronted shop; splendid mahogany fittings; room in rear (suit Optics, Dentist, &c.); two bedrooms, large living room, kitchen, bath, w.c.; recently redecorated throughout; electric lighting and heating; gas; trade under manager £30; scope for £100; fine position; price £350, stock at valuation, about £400. P.C.B. 68/31, Office of this Paper.

MID-WALES.—Old-established Business and large Freehold Premises for Sale, centre of market town; excellent chance for qualified man; good living accommodation; five bedrooms, dining room, lounge, 2 large cellars; opening for Optics, N.H.I. and Photo Goods; price £1,200 for premises, stock and fixtures. Apply in first instance Rees, Maenol, Beulah Road, Rhiwbina, Cardiff.

NORTH LONDON.—Chemist's Business sold in 1931 for £1,150, now offered £750, having been neglected; good scope for improvement; business centre; Kodak Agency; large Panel practice; lease 14 years. Apply Wilkins, 143 Queen's Road, Finsbury Park, N.

SURREY.—Family Business; no opposition 1 mile; takings £25-£30 weekly, increasing; good living accommodation; side and rear entrance; 800 more houses being built; price £400, goodwill, stock and fixtures at valuation; moderate rent; lease granted. SURREY.—Lock-up; takings average £20 weekly; rent £52; goodwill £200; stock and fixtures at valuation; thickly-populated district; no opposition 1 mile. 389/26, Office of this Paper.

SURREY.—Old-established Family and Dispensing Business, with Kodak Agency, in small country town; well-fitted double-fronted shop with living accommodation above; returns over £4,000 (last 3 years' average) at good prices; fully stocked and staffed; good lease at low rental; owner retiring; price £3,300; further particulars to bona fide inquirers. 389/6, Office of this Paper.

PERFUMERY & TOILETRIES BUSINESS FOR SALE

AN UNUSUAL OPPORTUNITY

occurs of acquiring, at a strictly reasonable price, the Goodwill, Formulas, Trade Marks, etc., of an old-established

BRITISH PERFUMERY

business, manufacturing an exclusive range of Perfumes and Toiletries, including a standard Proprietary article well known for nearly a century to all chemists throughout the United Kingdom.

In addition to providing an exceptional opportunity for acquiring an established name of highest repute, there are definitely unique features making this individual business capable of extensive and profitable development.

The owner, in whose family the business has been for nearly

ONE HUNDRED YEARS,

is retiring and leaving England, and, failing an early sale, he would be pleased to discuss arrangements with some responsible firm willing to undertake the manufacture, distribution and representation of his products.

Fullest investigation is offered and, if desired, the owner would be willing to inaugurate the Buyer in all details.

Apply, with references, to **Mr. ERNEST J. GEORGE, Chemist's Valuer and Transfer Agent, Sentinel House, Southampton Row, London, W.C.1.**

BUSINESS, good London district; profit £400 per annum net; good Photographic trade (Kodak Agency); good N.H.I.; large, well-fitted shop and splendid living accommodation; price approx. £850 for lease, goodwill and saleable stock; stock can be reduced. Further particulars only to those furnishing references. 389/4, Office of this Paper.

CHEMIST, fully equipped, with post office attached; good stock; splendid position, junction 4 main roads; 9 miles London; 20 years' lease; price £400, all at; early possession. Principals only for further particulars, Gourlays, Busch Corner, Isleworth. Hounslow 2566.

DRUG and Photographic Stores, West London; lock-up shop; lease 5 years with option; very low rental of 18s. 4d. weekly; takings average £19 weekly; net profit £6 10s.; well established and good scope for live man; price £350; stock at valuation, about £200. P.C.B. 68/310, Office of this Paper.

GOOD-CLASS S.E. Suburb.—Very well-fitted Double-fronted Shop, no living accommodation; established business; 14 years' lease; turnover £1,000 per annum; at present under management; should largely increase under personal supervision; price £500; s.a.v.; fittings alone cost £600. Preston & Partners, 29 Ludgate Hill, E.C.

ON SALE (owner retiring through ill-health), very old-established concern manufacturing and packing Chemicals, Drugs, Galenicals and Proprietaries, or would purchase or amalgamate business with another with active director who would manage both, so advertiser need only give occasional attention; only bona-fide buyers, with references, answered. 385/9, Office of this Paper.

POPULAR Seaside Resort (Yorkshire).—Old-established Business, together with freehold property (house attached); central, in a main street; Kodak Agency; well fitted; double-fronted shop; no heavy trade; very easy to work; splendid scope for Optics; price, all in, approximately £2,500; full details on application. 389/23, Office of this Paper.

£250.—PLEASANT Sheffield Suburb; Old-established Commodious Shop; excellent window, clean saleable stock, with fixtures worth much more; chance of lifetime, only wants seeing; N.H.I. £14 monthly; average cash £14 weekly; shop 12s. 6d., or with house 25s. weekly; exceptional reason for sale. Marsden, Valuer, 29 Oakwell Crescent, Leeds.

£6 PER WEEK minimum and excellent prospects for bachelor Pharmacist willing to live on premises; all conveniences; beautifully equipped, old-established shop in Midland town; redecorated throughout; stock valued over £600; fittings £250; turnover now only £35 to £40 per week, but rising; should soon exceed £50; Kodak Agency, &c.; good reason for selling; accept £900 or near offer. 389/2, Office of this Paper.

BUSINESSES WANTED.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

LONDON OR HOME COUNTIES.—Business required immediately by Chemist with capital upwards of £2,000; medium-class Business preferred; living accommodation optional; vendors contemplating sale or retirement are requested to communicate in strict confidence with Ernest J. George, Sentinel House, Southampton Row, London, W.C.1. Telephone Holborn 9200.

ADVERTISER is Selling Business and wishes to arrange for another in Southampton, Bournemouth area; capital £500, or would like position as Confidential Assistant; middle age but young in mind and appearance; no agents or travellers; private genuine inquiry; answers treated with respect. 388/13, Office of this Paper.

GENUINE Business doing about £3,000 wanted in London or suburbs; in confidence. 387/34, Office of this Paper.

CHEMIST'S Business wanted in London or Suburbs, not City, middle or good working-class district; cash available up to about £1,500; please send particulars in confidence to Preston & Partners, 29 Ludgate Hill, E.C.

WANTED by Private Chemist, sound Business in Midlands or South, showing returns of not less than £2,500 per annum (preferably more); capital up to £3,000 available for immediate purchase. Please write in strict confidence to 218/785, Office of this Paper.

PREMISES FOR SALE.

SOMERSET.—Populous district near Weston-super-Mare. Excellent opportunity arises to acquire freehold premises eminently suited for Chemist's Stores; ideal main road position; no near opposition. Confidently recommended by the Agents, Lalonde Bros. & Parham, Weston-super-Mare.

FREEHOLD Property, with living accommodation, situated in growing London suburb; well adapted to the establishment of a Chemist's business, for which there is good scope; gentleman interested can obtain the necessary introduction, &c., upon application to Ernest J. George, Sentinel House, Southampton Row, London, W.C.1. Telephone: Holborn 9200.

PREMISES TO LET.

BOGNOR REGIS WEST.—Suitable premises available for opening as Chemist and Druggist. Apply for full particulars, C., P.C.B. 68/17, Office of this Paper.

WEST LONDON SUBURB, Fine position, no opposition; multiple neighbours; new Shop and Flat; rent only £250 per annum; unique opportunity. Apply Atkinson & Marler, 21 Maddox Street, W. 1. Mayfair 2874.

CHEMIST badly required to open Druggist's Shop, close railway station, 10 miles south-east of London; neighbourhood has enormously developed; population increased nearly 50 per cent. last 18 months and still growing rapidly; choice of four excellent shops suitable and available at moderate rentals; only one representative trade allowed at property; grocers-provisions now opening. Apply to Harvey & Wheeler, 60 Buckingham Palace Road, S.W.1.

BUSINESS OPPORTUNITIES.

LONDON and INNER SUBURBS.—The opportunity arises whereby a Chemist with organising ability and the necessary experience can take over the control of a small chain of retail businesses (about nine in all). Not less than £2,000 will be required for investment in the company which it would be proposed to form, the managing directorship of which would be taken over by the gentleman so approved. Further details in strict confidence will be supplied to suitable applicants personally interested in the scheme by Ernest J. George, Sentinel House, Southampton Row, London, W.C.1. Telephone: Holborn 9200. Part finance could probably be arranged if necessary.

TENDERS INVITED.

COUNTY COUNCIL OF THE WEST RIDING OF YORKSHIRE.

SUPPLY OF STORES, FURNITURE, ELECTRICAL EQUIPMENT, ETC.

APPLICATIONS are invited from persons and firms (particularly manufacturers) for their names to be placed on the list of persons and firms from whom the County Supplies Committee may from time to time invite quotations for various SERVICES and STORES such as Printing, Bookbinding, Motor Cartage, Boot Leather and Leather Goods, Brushes for Cleaning and Painting, Chemicals, Drugs, First-Aid Appliances, &c., Coal and Coke, Electrical Materials, Engineers' Tools and Stores, Ironmongery, Metals, Hardware, Furniture (School and Office), Varnishes, Colours, Soap, Paper (Various kinds), Manufactured Stationery, Office Sundries, Textiles, Clothing, Haberdashery, Timber (Soft and Hard).

Applications must be made on the official form, copies of which (together with Standard conditions of supply) may be obtained from the Manager, County Council Supplies Department, Cliff Lane, Wakefield.

Firms who have already applied and have received acknowledgment of the form need not make fresh application.

J. CHARLES McGRATH,
Clerk of the County Council.

County Hall, Wakefield.

SALE BY AUCTION.

Removed from Cambridge, Tunbridge Wells, Finsbury Park, &c., for Convenience of Sale, also Returned from Hire at the B.I.F.

SALE ROOMS, 5 LITTLE BRITAIN (close to G.P.O), London, E.C.1.

The Well-made FIXTURES OF THREE CHEMISTS' SHOPS (one range by Sage & Co.), including a 12-ft. Drug Run; two 10-ft. Drug Runs; three 8-ft. Wall Showcases; two 6-ft. Wall Showcases; a 10-ft. glass-fronted Counter with Perfumery Case and Desk at one end; two 8-ft. Glass-fronted Counters; Nests of Drug Drawers; Screens; Mirrors; Cashier's Desk and Tills; Two Silent Salesmen; Mirror-lined Wall Showcases with Air-tight Doors; All-glass Counters; Counter Showcases; Glass Shelves; Tapped Bars; Display Stands in variety; Electrically Illuminated Display Stands and other items; Office Furniture, &c.

B. NORMAN & SON

Will Sell by Auction at their Sale Rooms, as above,

WEDNESDAY, MARCH 22, at 1 o'clock.

View Day Prior. Catalogues on Application.

Tel. NAT. 6463.

PARTNERSHIPS.

PROPRIETOR of Progressive Concern owning Branded Series of Toilet Soaps, &c., and sole agencies for well-known foreign medicinal proprietaries, &c., would like to meet ambitious young man with view to partnership or formation of private limited company; capital required £500; exceptional opening for right man. Write fully experience, &c. P.C.B. 68/34, Office of this Paper.

QUALIFIED Chemist required, urgent, with capital of £200 or more, as Working Partner in established Chemist and Optical business (private limited company); Optical experience an advantage, but not essential; old or young. Write, stating convenient day for interview in first instance, BM/NDAK, London, W.C.1.

APARTMENTS.

WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.

FOR GENTLEMEN. Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Museum 3424.

AGENCIES.

A FIRM of Manufacturing Chemists have evolved the Perfect Mouth Wash Tablet for use by Dentists and others. The Tablet is made from purest drugs, is Antiseptic, Effervescent, non-Deliquescent and 100 per cent. Soluble. The price to the Dentist will be about 10s. per 1,000, and the Tablet will be sold under a proprietary brand or name. Applications are invited from persons or firms having a connection amongst Dentists and other potential users of this Tablet for the sole agency for certain districts, but no applications will be considered where the applicant is not prepared to do business on a cash-with-order basis or to submit indisputable financial references. A very generous profit is provided for on these terms, and reasonable support will be given by way of free samples and circularising. 217/781, Office of this Paper.

AGENT for Wales wanted by a leading Manufacturing Firm of Finest Toilet Soaps and Perfumery products; liberal commission basis; offers from applicants with thorough knowledge of trade and previous experience and connections on this territory only considered. Apply with full details to 217/782, Office of this Paper.

LARGE Wholesale Hardware Distributors in Midlands require Agents with connections with Chemists to introduce Domestic Hardware and Sundries Business on commission basis. Reply in confidence, with full particulars. Box C199, c/o 19-21 Corporation Street, Birmingham.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

EASTBOURNE.—Qualified Junior Assistant (male) wanted at once for High-class Dispensing Business. State salary required (outdoors), and enclose photo to: H. R. Browne, 44 Cornfield Road, Eastbourne.

LIVERPOOL.—Qualified, Single, Busy Counter trade in working-class district; Kodak; N.H.I.; Window-dressing; state age, height, references. Banner's Pure Drug Co., Ltd., 629 West Derby Road, Liverpool.

LONDON, N.—Lady Assistant, unqualified, capable for Dispensing and Counter; a good opportunity for competent person. Apply, stating age, height, experience and salary required. 218/786, Office of this Paper.

LONDON, N.1.—Young Unqualified Assistant required; gentleman must be capable Salesman and quick and accurate Dispenser, with knowledge of Photography. Apply, stating age, experience and salary required, to 388/24, Office of this Paper.

LONDON, N.W.—Qualified Junior wanted at once; please state full particulars, age, wages, references, &c.; letters not replied to in four days respectfully declined. 389/28, Office of this Paper.

LONDON, W.2.—Wanted shortly, Senior or Manager, about 30 years of age, for High-class Dispensing business; must possess initiative and enterprise and be of good address; London West-End experience preferred; no enclosures in letter of application. 386/39, Office of this Paper.

LONDON (West End).—Qualified Junior, previous West End experience; evening duty; apply, giving full particulars in first letter, 390/7, Office of this Paper.

LONDON.—Qualified (25-35); accustomed to good-class Business, mainly Relief and Display; state recent experience, age and salary required. 388/10, Office of this Paper.

SOUTH Coast.—Young, Qualified Assistant, used to high-class Pharmacy and able to invest £250, liberal interest thereon and full security given; comfortable berth; salary 70s. Apply, with fullest particulars, age, height, experience, to 390/12, Office of this Paper.

THE Stockport I. & E. Co-operative Society, Ltd., 27/39 Chestergate, require the services of Qualified Chemist and Optician (J.C.Q.O.) as Branch Manager, age 25-35, either sex; accurate Dispensing and Window-Dresser, &c. Application by letter only, stating age, experience and wages required, together with *copies* of two recent testimonials to reach the Society not later than first post Wednesday, March 22, endorsed "Chemist." By order of the Committee, S. Lloyd, General Secretary.

A RELIABLE Qualified Assistant, age not over 30, wanted about end of April for good-class country town business; must have had good all-round experience, neat and accurate Dispenser, possess good knowledge of Photography; single man, contemplating matrimony later, preferred, who, if suitable, would be required to live on premises; permanency and good prospects for one with initiative; fullest details in first letter, stating salary, which must be moderate; photo if possible and references. 387/7, Office of this Paper.

ASSISTANT, Qualified or "Referred," wanted for good-class business in provincial town, quick and accurate Dispenser; a gentleman with pleasing manner and attentive to customers would find this a comfortable berth; state age, height, salary required in first letter; letters not answered in three days respectfully declined. 389/34, Office of this Paper.

ASSISTANT, Unqualified, London, S.W. district; must be keen, energetic and competent, and must be a real smart Salesman and good Prescriber; excellent opportunity for the right man; apply giving full particulars in first letter. 217/783, Office of this Paper.

BRANCH Manager Wanted.—Please give full particulars, including past experience, age and salary required; include photograph; state when available. T. W. Salmon & Son, 38 High Street, Stockton-on-Tees. Assistant for D. and P. work also required.

DISPENSER-BOOKKEEPER (lady) required, Pharmaceutical Society's qualification; must have good Dispensing experience and be able to buy and control stock; further particulars on application if desired. Apply Drs. Bullmore, Butterworth and Parker, 2 Union Place, Wisbech.

DISPENSER Wanted by Local London Doctor, with or without Hall certificate; one used to Dispensing for Chemists preferred. State age, sex, experience, salary expected, no stamps or original references required, to P.C.B. 68/35, Office of this Paper.

JUNIOR Assistant required for good country business in small quiet town; short hours; must be tall. Reply, stating experience, age, height, salary required, with photo and references, to F. Larder, Chemist, Loddon, near Norwich.

LADY Pharmacist to manage small branch, age about 30; all-round Retail experience essential. Miles Rees, 141 Anerley Road, S.E.20.

LADY, Qualified, for small branch; experience in Counter work, Toilets and Photographic sales essential; salary £2 10s. per week; state age, height and experience. 389/39, Office of this Paper.

MANAGER, Qualified, to work up neglected Pharmacy; last 18 months under elderly unqualified; can be as good as formerly under right man, who should be capable Prescriber and Window-dresser; have some knowledge of Surgical Appliances, Photography, N.H.I.; good opening for a worker, no use to any other sort; Essex (East London); wage and commission. R. Floyd, 251 Ilford Lane, Ilford, E.

QUALIFIED Assistant with Optical qualification required; must be thoroughly experienced in all branches. Apply by letter, not later than Thursday, March 23, stating age, experience, salary required, together with copies of recent testimonials (not returnable), to the Secretary, Co-operative Society, Ltd., Silver Street, Lincoln.

QUALIFIED Assistant to manage branch, single (male), must be of smart appearance; general business knowledge and Photographic experience; apply by letter only, stating full particulars, salary required, &c. John, Chemist, 118, Cowley Road, Uxbridge, Middlesex.

QUALIFIED Chemist required to Manage Business in working-class district; one used to busy N.H.I. practice essential. Full particulars of experience, references, salary required, &c., to Manton, 118 Matilda Street, Sheffield.

QUALIFIED Chemist to Manage Branch; new venture, therefore organising ability essential; amateur Photography an important sideline; applicants without full knowledge of this business will not be considered. Full particulars, with salary required, to Hudson, Chemist, Skegness.

QUALIFIED Lady Assistant for Retail Shop; must be young, capable Dispenser; Hammersmith district. Write P.C.B. 68/24, Office of this Paper.

QUALIFIED (Lady for preference) to take Charge, single-handed, for about two weeks, soon as possible; applicants must have good references and be well recommended. Call or write, stating terms, to W. H. Andrews, Hayes End Pharmacy, Ltd., High Road, Hayes End, Middlesex.

THE CIVIL SERVICE SUPPLY ASSOCIATION require Lady Dispenser, fully qualified. Write Staff Manager, 425 Strand, W.C.2.

TIMOTHY WHITES require a really Capable Qualified Manager, not under 25 years of age; applicants must be energetic and possess ability; good prospects and free removal. Apply, stating experience, age, salary required, to Assistant Secretary, Timothy Whites (1928), Ltd., Portsmouth.

WHOLESALE.

CHEMIST (Qualified) required by Midland Manufacturers of Drugs and Confectioners' Essences, to assist in the laboratories and test galenicals; applicants must furnish age, full history, qualifications, experience, references and salary required; duties may include some local travelling; applications treated in strict confidence if required. Apply 218/789, Office of this Paper.

ADDITIONAL SALESMEN WANTED FOR OUR "ALLUHR PRODUCTS"

Applications will only be considered for the following Districts:—
Whole of the SOUTH COAST, MIDLANDS, LANCASHIRE, CHESHIRE, HOME COUNTIES but not London.

Other territories are all filled

"ALLUHR" products are manufactured under new scientific principles and are endorsed by the Medical Profession, Beauty Experts and Chemists. Famous Film Stars use and recommend them regularly.

OUR ADVERTISING CAMPAIGN FOR THE "ALLUHR" HAIR REMOVER reaches £20,000 for the coming season

Copy of the advertising contract can be shown to all customers called upon.

There will be little or no competition for our "ALLUHR" lines. Our advertisements, with their original claims, and the attractive packing of the products, will make a striking appeal to consumer and retailer.

It is ESSENTIAL that applicants have the best connection amongst HAIRDRESSERS AND CHEMISTS.

Highest commission and expenses after a fortnight's trial, which is on commission only.

Applicants should carry other lines for the time being.

Write to:

BRITANNIA LABORATORIES
13, Little Titchfield Street, W.1

FIVE more Representatives wanted for Eastern Counties, South England, West England, Yorkshire and North England, and Wales to carry well-known Medical Rubber Goods, &c., which could be eventually handled with other agencies; liberal commissions on all direct and indirect business from district allotted; only pushing men with sound connection amongst Chemists, Druggists and Hairdressers need apply to 218/790, Office of this Paper.

OPPORTUNITY occurs for men with high-class connections among Chemists in Home Counties, West of England and the Midlands; qualified preferred, but not essential; car an advantage. Those with initiative apply Convoy Confections, Ltd., Newport, Mon.

QUALIFIED Representative required for Leicester, Notts, Lincs and South Yorks; established connection to hand over; applicants should state whether they have any connection on the territory named, are in a position to provide their own car, and age. Fullest particulars in the first instance to 218/788, Office of this Paper.

REPRESENTATIVE (full time) required by old-established Manufacturing House; must be a man of selling ability and experience of selling to chemists; preferably one with a connection in South Wales and West of England; age not to exceed 40; own car an advantage. State age and full particulars of experience, &c., to 217/784, Office of this Paper.

REPRESENTATIVE Required, on liberal commission basis, for Northumberland, Durham, Cumberland and Westmorland. Full particulars to Whitaker & Co. (Kendal), Ltd., Colour Works, Kendal, Makers of "Luton" Straw Hat Dyes, "Auroral" Cold Water Dyes, "Winner" Home and Stocking Dyes, &c.

SAVORY & MOORE, LTD., require a Young Pharmacist, with good knowledge of Medical and Pharmaceutical Products, as an Outdoor Representative; to call on Doctors and Dentists in the Birmingham district. Send full particulars, age, experience, references, &c., by letter to V. A. B., 61 Welbeck Street, London, W.1.

TRAVELLERS required, London and provinces, to carry good selling patented lines suitable Chemists, Stores, &c., on commission; men with live connections will also be considered on salary and commission basis; reserved territories; state lines carried and ground covered. 389/17, Office of this Paper.

WANTED.—Representative for the London area to take an additional Proprietary line on a commission basis; other representatives required for Provincial areas; representatives will be supported by an extensive advertising campaign. P.C.B. 69/2, Office of this Paper.

WANTED, Travellers and Salesmen calling on Chemists, Hairdressers and Stores who are allowed to carry additional good selling lines; generous commission. Write for appointment, Ajotal, Ltd., 16 Woodstock Street, London, W.1.

WHOLESALE Druggists' Sundriesmen with office in London would consider employing keen Salesman with good established connection to call on Retail Chemists in London and suburban areas; salary, commission and expenses. Write in first instance, giving details of previous experience, salary expected, territory desired, to P.C.B. 68/21, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

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